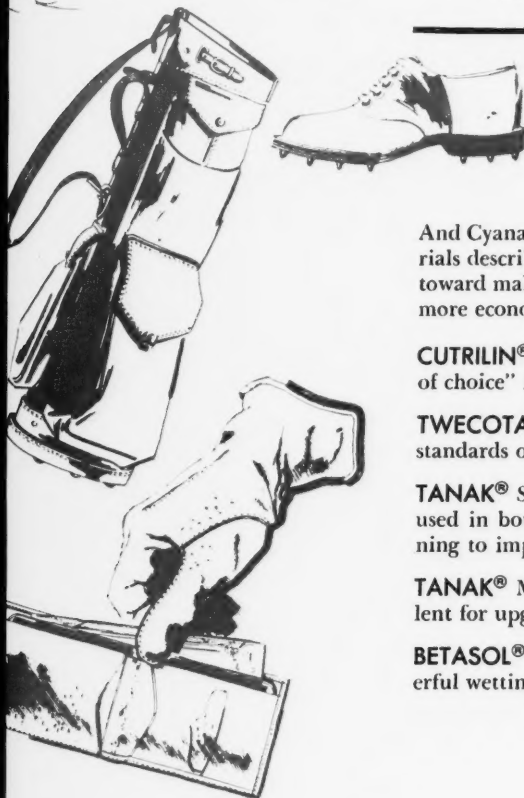


LEATHER *and* SHOES

The International Shoe and Leather Weekly

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DETROIT

*There's always a market
for Better Leather*



And Cyanamid's Synthetic Tanning Materials described here are going a long way toward making better leather of all types more economical to produce and sell.

CUTRILIN® Bates...the pancreatic "bates of choice" in the tanning industry.

TWECOTAN® Tanning Extracts...the standards of excellence in tanning.

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AMERICAN Cyanamid COMPANY

INDUSTRIAL CHEMICALS DIVISION
30 ROCKEFELLER PLAZA, NEW YORK 20, N. Y.



SHIPPING

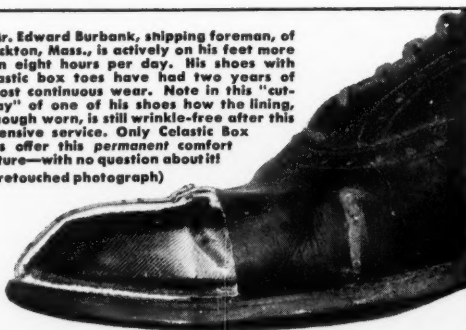
is hard on the feet too!

(but Celastic* gives wrinkle-free comfort
in heavy service)

Everyone knows that a busy shipping department foreman is on the go most of the day. People who make a living on their feet need the maximum comfort that the Celastic box toe provides day in and day out — for the wear life of the shoe.

Celastic eliminates the major cause of discomfort in the toe area — wrinkled or loose linings. It is accomplished by a unique fusion process whereby lining, box toe and doubler become one, locked-tight union. Specify Celastic in the shoes you make — get the repeat business that comfort assures.

Mr. Edward Burbank, shipping foreman, of Brockton, Mass., is actively on his feet more than eight hours per day. His shoes with Celastic box toes have had two years of almost continuous wear. Note in this "cut-away" of one of his shoes how the lining, although worn, is still wrinkle-free after this extensive service. Only Celastic Box Toes offer this permanent comfort feature—with no question about it! (Unretouched photograph)



UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS



*"CELASTIC" is a registered trademark of the Celastic Corporation



LEATHER *and* SHOES

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No. 26

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INTERNATIONAL, BROWN REPORT HIGH PROFITS

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To Every Reader
of

LEATHER
AND
SHOES

A

Joyful Christmas
And A
Successful
New Year

From the Staff:

Elmer J. Rumpf
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Frederick G. Moynahan
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FAITH, NOT FEAR

The Spirit of Christmas holds the faith which can destroy all fears

IT is Christmas. Yet the whole world is shrouded in fear as a pall of impending war darkens all mankind. At a time when the whole world should be joyful with love and peace, as is symbolized by the Christmas season, it is sick and afraid, filled with hatred and apprehension. The spirit of universal evil has seemingly overpowered the spirit of universal good. The soul of the world is in need of a moral and spiritual purge.

Faith, not fear.

There is the story of the Soviet schoolgirl who had just taken her important year-end examinations. One of the questions had been, "What is the inscription on the Sarmian Wall?" After the examinations the girl, unsure about her answer to that question, walked hurriedly the seven miles outside of Leningrad to the Sarmian Wall. There she read the inscription, just as she had written it: "Religion is the opiate of the people."

She fell on her knees, clasped her hands, looked heavenward and cried softly, "Thank God!"

Faith Always Victorious

The significance of that story has enormous impact. It signifies that despite all the efforts of man to destroy the Symbol of Christmas, it has been to no avail. Faith has always been victorious over fear.

America now faces the greatest challenge in its history. It is not enough to enter this or any fight with courage. In all history, men of evil and men of good have expressed courage, yet courage offers no immunity to failure or destruction. But no one has ever succeeded in destroying faith. It is the one indestructible column in the edifice of mankind. It is symbolized by the Spirit of Christmas—in universal love and righteousness. It is the only antidote to fear.

We appear to be a generation amazingly deficient in faith—in the understanding of the power contained in the Symbol of Christmas. How typical of our attitude is the anecdote of the little girl who accompanied her mother on a Christmas shopping

tour. A shop window displayed the familiar Nativity scene of a manger, the toy livestock, the Mother and Child with the angels surrounding them. Then the small girl said indignantly to her mother, "Mummy, don't tell me they're bringing religion into Christmas, now!"

The brittle heart of mankind tends to soften at Christmas. Shortly thereafter it tends to harden just as quickly. Christmas and all its profound spiritual significance is so short-lived with so many. The conscience of mankind has such a short memory—much to its inevitable grief. As sage Ben Franklin said, "A good conscience is a continual Christmas."

The businessman is no less and no more moral than those in other fields of endeavor. But because the occupation of his daily tasks require what he terms a "realistic" approach to men and their affairs, he inadvertently or deliberately excuses his "compromises" with the Golden Rule, with the Symbol of Christmas. It is no wonder that a famous satirist once wrote:

Mr. Business went to Church,
He never missed a Sunday.
Mr. Business went to Hell,
For what he did on Monday.

A classified advertisement appeared recently in a large metropolitan newspaper. It read:

Wanted: Men and women, possessing faith, hope and charity, for lifetime work building better world. Applicants must furnish own tools, including Golden Rule. Applicants must also be prepared to do homework 365 days a year. For further details, apply Christmas Day at your nearest church.

With what weapon will free mankind successfully combat and defeat

the hovering evil of the Soviet Slave State that is determined to engulf us? Will our atom bomb and our armies and armament suffice? Will our courage and skills and industrial resources guarantee victory? It is possible—but the physical resources of mankind have never provided any eternal assurances of peace, of love, of constructive civilization. They have been necessary—but only to temper and subdue the violence that would smother the spark of goodness in man. We have learned by grim experience that it is as important to win the peace as it is to win the war. And such peace can be won and held only by abiding by divine rather than human laws; in short, by heeding the lesson of the Spirit of Christmas.

There is the story of the cub reporter and the Johnstown flood. The young man was phoning in his story to the city editor. The cub dictated dramatic details about the flood, and wound up by saying, "And God stands on the hillside, watching the scene of desolation, and sorrows for the suffering of His people..."

The city editor suddenly cut the cub short with: "Never mind the flood. Interview God!"

Now Is The Time

It is time that we, too, start interviewing God. And what better time to begin than at Christmas, which symbolizes the threshold of new hope, of faith and charity, of good will and peace, of love? We are at the door of the second half century of this fabulous era that has brought us two world wars and the promise of a third; a global economic depression; the rise and fall of dictators and their spells of terror; the atomic age; the opening of vast horizons of science. The events of our lifetime are unmatched in all mankind's history.

On the surface, there is everything to fear that what we have built shall be destroyed. But deeper down where the roots lie, we find real cause for a faith that can destroy the fear that would destroy us. And the core of that indestructible faith rests in the Spirit of Christmas.

L and S Editorial

Reprints available at nominal costs:
Up to 100, 10c each; 200-500, 5c each;
1000-3000, 2½c each; 5000 or over,
1½c each.

Winguard 400

A NEW SAFETY TOE ARCHITECTURE

WINGUARD 400 is the first of three new steel toe styles planned for release in 1950 and 1951, all having crescent-shaped lateral edges which stanchion the toe against rearward inclination under vertical impact. WINGUARD'S unique rear edge develops triangular wing-like buttresses along the sole line which remain in supporting position behind the central back edge area of the toe dome no matter how exaggerated shoe toe spring becomes in the course of wear.

400 is a dress type streamlined in profile to meet the demand for smart oxford styling without sacrifice of essential toe protection. WINGUARDS are SAFER in all shoes where toe safety is the first consideration. Write for descriptive bulletin.

WINGUARDS
are patented.



SAFETY BOX TOE COMPANY

812 STATLER BUILDING, BOSTON 16, MASSACHUSETTS

SALES AGENTS:

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CANADA: BECKWITH BOX TOE, LIMITED, SHERBROOKE, QUEBEC

NEW IDEAS IN SHOE CONSTRUCTION

Ways to achieve quality and economy in making footwear

TOE STIFFENER

A water-resistant stiffening solution for the toe section of a shoe by a recently developed method, is achieved by means of a flexible stiffening layer, permanently hardened upon curing. The hardenable layer comprises resins which remain relatively soft during their uncured state, but which when contacted with a curing agent are made stiff and insoluble.

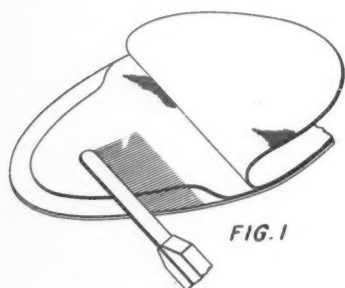


FIG. 1

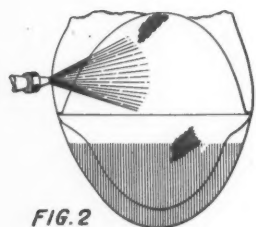


FIG. 2

FIG. 3



According to a preferred procedure, a stiffening substance, comprising an uncured resin, is prepared by combining an uncured aminoplast resin with a toughener such as emulsified nitrocellulose and a filler of ground hair, to make a paste. This paste may be incorporated in a filler blank for insertion at the toe por-

tion of the shoe, or may be applied to the doubler or other laminated surface of the toe portion. (Figure 1.) Treatment is then given in the form of applying a curative agent. The upper is conformed to the last while the stiffener is yet uncured, and after the curative agent has been applied (Figure 2), the upper is left on the last until the stiffener has become hard. The cured layer or blank then acts as a permanent stiffener to the toe portion, with a resilient retention of shape.

Several formulae have been tested for stiffening agents, all within easy reach of the average shoe factory. It is recommended that the stiffening procedure be hastened by heating the toe portion of the shoe on the last in a heater (see Figure 3).

Inventor: United Shoe Machy. Corp.; Patent No. 2,512,003.

UPPER FOLDING

To those used to machine folding, a different technique based on the principle of hand folding merits interest. In this new process, the different pieces of the shoe upper to receive folded edges are first skived and cemented, as is common to all folding processes. But there the likeness ends, for this new process depends on a form, blade, and anvil for each edge to be folded.

Figure 1 illustrates the first step after the predetermined style of blade, forming block, and anvil have been inserted into the device. Note how the work is placed so that its edge is directly under the poised blade.

Figure 2 shows the initial entering of the blade into the forming area of the device. Note the inserted core

of plastic or some composite material that opposes the descending blade.

Figure 3 illustrates the dropping of the front section in order to provide full scope to the back or forming block.

Figure 3 illustrates the dropping of the front section in order to provide full scope to the back or forming block.

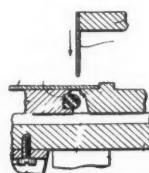


FIG. 1

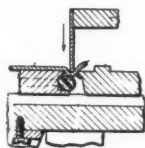


FIG. 2

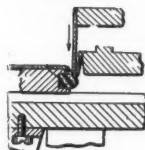


FIG. 3

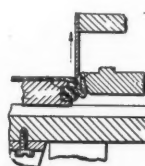


FIG. 4

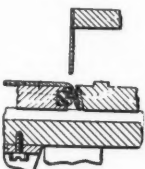


FIG. 5

Figure 4 presents the blade at its lowest point, functioning also as a kind of buttress for the pressure of the forming block.

Figure 5 discloses how the forming block assumes parallel relationship to the opposing anvil, thus lending a final direct pressure that securely bonds the folded parts.

All these operations are done through the medium of two foot-operated treadles applied to this simple device.

Inventor: Louis J. Noecker, St. Clair, Mo.; Pat. No. 2,503,589.



Government controls now settling into expected pattern. First is "voluntary" industry-wide controls freezing prices as of Dec. 1. Next is "mandatory" controls, probably covering a few selected industries at outset, then gradually gobbling up all U.S. industry. Pattern is inevitable since every control order sets up another . . . until everything is controlled.

"Voluntary" controls did not work in World War II, will undoubtedly fall short in present situation. Actually, Economic Stabilization Administration does not expect them to work, merely "dampen" inflation until Government can line up personnel and procedures for mandatory controls. Threat of mandatory controls if producers do not hold to Dec. 1 price line fools nobody . . . these are bound to come at earliest possible moment . . . which is as soon as ESA can line up controls administration.

Leather and shoe industry asking same question as all others: will mandatory controls be "across-the-board" from start, covering hides and skins, leather and shoes down to retail level . . . or will first controls hit selected industries at raw materials level? One thing certain—even if it is later, "across-the-board" ceilings are bound to follow shortly. It's the old story proved in World War II . . . one control leads to another . . . inevitable.

Choice of Dec. 1 as arbitrary price ceiling appears only temporary expedient. ESA had to have a ceiling for voluntary controls, chose this date for time being. Government will have difficulty in making date "stick," particularly in hide and leather industry. Korean reverses around middle of Dec. drove up rawstock and leather prices again. Little likelihood packers, hide men and tanners will cut back prices to Dec. 1 level.

Big question in hide and leather industry, as well as shoes, is whether producers can hold prices at present levels. On one hand is threat of mandatory controls, due to come anyways. On the other is fact that neither tanners nor shoe manufacturers are getting replacement prices yet. Even if packers remain at present levels, leather and shoe manufacturers need further raises to cover material and production costs.

Labor is another big question. Price controls, to be effective, must be accompanied by wage freeze.

If unions continue to ask and get further wage increases, controls will mean nothing. Even with wage freeze, manufacturers will be forced to pay more to hold workers in many instances. All the old tricks of last war will be revived—promotions in name only, "job inequity" bonuses, etc. These are almost necessary evils of wage freeze but manufacturers must pay the bill.

Packers and tanners have larger stake than many realize in recent Brussels meeting of U.S., British and French foreign ministers. North Atlantic Council set up new production board to supervise "economic aspects" of European defense. In effect, this means allocation or non-Communist "world pool" of available raw materials to insure fair distribution among democratic powers.

As in World War II, hides and skins will be among raw materials allocated to friendly nations under "world pool" agreement. Exact ratio of allocations to each country will be decided shortly, will probably follow ratios set in 1943-1944. One difference this time is inclusion of Germany and Italy as "friendly powers." Packers and tanners with valid criticisms of former plan will do well to make them known to Administration as soon as possible.

Leather and shoe manufacturers who plan to fill worker gap in coming months by training more women as replacements will find useful the Labor Department booklet entitled "Recommended Standards for Employment of Women." Booklet serves as informal warning on how to keep out of trouble with both Government and unions. Health and safety rules also listed.

One effect of hastily stepped-up military procurement plan seen in report of Munitions Board stating Korean war has upset official plans to set up "Federal Stock Catalogue." This would reduce existing total of 5,316,000 military and civilian supply items being purchased regularly by various federal agencies to about three million. Government plans to standardize many needed items and reduce confusion now put off for while. First need is to get items.

Defense Munitions Board has warned armed forces to be "on the alert" for abuses of DO system of defense orders. Some contractors reported to be overstating their requirements to meet rated orders.

ROLLBACKS CHALLENGE INDUSTRY

LEATHER, SHOE MEN STUDY FREEZE ORDER

Many Must Return Prices To December 1 Level

U. S. packers and hide men, tanners and shoe manufacturers who have raised prices on their products since Dec. 1 faced a new dilemma this week. The Economic Stabilization Agency's order for a "voluntary" freeze on all manufacturers' prices at the Dec. 1 level forced them to consider price rollbacks.

As with many industries, prices on rawstock and finished products in the leather and shoe industry have advanced appreciably since Friday, Dec. 1. Not only have hides and skins markets strengthened but tanners have increased list prices on various leathers from two to five cents. Few if any tanners have held to Dec. 1 levels during an eventful past three weeks.

Inflationary forces including the recent award of 1,487,460 pairs of Army combat boots to 17 shoe manufacturers, served to push up sole leather lists from two to five cents. Calf leathers were up two to three cents while side leathers showed price increases up to two cents despite a noticeably declining demand for leather last week.

At the same time, three of the nation's leading shoe manufacturers, International Shoe Co. and Brown Shoe Co. of St. Louis and Florsheim Shoe Co. of Chicago announced new wholesale prices. Increases by the first two were reported from three to seven percent while Florsheim raised its men's lines by 40 cents a pair and most of its women's by 35 cents per pair. It was the fourth time International and Brown had upped their prices since June 25.

Other shoe manufacturers were reported to have increased factory lists in the past two weeks. Practically all were considering further increases at the time of the ESA order although the majority had not put them into effect as yet.

Packers and hide men were not affected too severely by the rollback order as prices on hides and skins have advanced no more than 1½ to two cents since Dec. 1. However, packers were reported holding back offerings from the market this week despite a heavy demand for most selections.

The price freeze order left one loophole. Manufacturers with net profits now above their average for the 1946-49 period were asked not to increase prices on any product—provided it was being sold now at a profit. Where any product was not profitable, the ESA said prices could be increased by the amount necessary to make it profitable or the increased cost of direct wages and materials since June 24, depending on which-ever is lower.

For the most part, packers, tanners and shoe manufacturers who have upped prices recently had taken no action by week's end, preferring to wait on results of "test cases" in the automotive and other industries. As yet, officials at General Motors had not yet complied with the ESA rollback order.

Both GM and Ford protested the freeze on the grounds that increases in labor and production costs necessitated their recent price boosts. A notable example of compliance with the rollback order arose when International Harvester announced it was voluntarily rolling prices back to Dec. 1 levels. Many smaller firms in various industries were also reported to have rescinded recent increases.

Opinion of whether prices could be rolled back without undue hardship was divided. However, a great many leather and shoe manufacturers had experienced the same situation during World War II, were prepared to adjust their prices again. The big question was whether "voluntary" controls would turn the trick. The majority felt they would not; that mandatory controls would come as soon as the Government was set to administer them.

HIDE IMPORTS RISE

Imports of hides and skins in September were valued at \$10,600,000, a drop of \$2 million from August, but still \$4 million above the same month of a year ago, the Commerce Department reports. This compares with \$3,900,000 for September, 1939.

Imports of leather semi-manufactures rose slightly in September to \$2,600,000, a gain of \$100,000 over the previous month but far ahead of the \$1,100,000 of August, 1949. Finished leather manufactures remained at \$1,400,000 for both August and September of this year, compared to only \$900,000 for September, 1949.

JUDGE NAMES AID IN UNITED SHOE TRIAL

Harvard Economist To Help Weigh Evidence

A minor bombshell exploded at the trial of the Government's anti-trust suit against United Shoe Machinery Corp. in Boston Federal Court this week when Judge Charles E. Wyzanski, Jr., announced he has appointed Carl Kaysen, Harvard economist, to assist him on economic phases of the case.

Kaysen, an assistant professor of economics at Harvard University, will advise Judge Wyzanski in his consideration of the voluminous evidence and help him prepare his ultimate findings in the case.

The appointment marked the first time that an economist has been appointed to aid a judge in any U. S. court. Prof. Kaysen, 32 years-old, will familiarize himself with all testimony, aid judge Wyzanski in his formal findings through oral discussions and preparation of various memoranda.

The Harvard professor has already submitted a memorandum on United Shoe's testimony to date, Judge Wyzanski reported. The memorandum discussed the corporation's development policy as described by USMC top officials in the past three weeks. Recommendations were made as to further testimony required on this subject.

Leases And Sales

During the week, Sidney W. Winslow, Jr., chairman of USMC, and George R. Brown, president, testified on the company's policies and practices regarding leasing and sales of USMC machinery. Winslow said that the company had revamped its lease terms in 1922 following a Federal Court decision in a Clayton Act suit brought against USMC.

Although leasing terms were increased at that time, according to Winslow, the new rates remained unchanged except for certain reduction during the next 25 years. The Justice Department's suit was brought against the company in 1947.

Brown described the various types of payments made under shoe machinery leases by the company. He said that USMC offers 342 different types of shoe machinery, of which 42

(Continued on Page 21)

CIO SHOE WORKERS WIN 10c PAY BOOST

Massachusetts Firms Agree On New Pact

A new contract for 1951, giving shoe workers a 10 cents hourly wage raise and other benefits, was agreed upon this week by Massachusetts shoe manufacturers and representatives of the CIO United Shoe Workers of America.

The agreement affects over 10,000 shoe workers employed in some 60 Massachusetts shoe factories, principally in the Boston, Lynn, Salem, Haverhill, Chelsea and Beverly areas.

Union locals in the areas ratified the new pact, effective Jan. 2 to Dec. 31, 1951, at membership meetings early in the week while manufacturers agreed on terms later in the week.

Other benefits in addition to the 10 cents increase for piece work and hourly employees include an increase in life insurance benefits from \$250 to \$500, and minimum learner rates of 80 cents for the first three months, 85c for the next three, and 90 cents after the six months, according to Angelo Georgian, USWA New England manager.

No provision was made for further wage increases to cover cost-of-living increases during the year. The new contract does not contain a wage reopening clause, Georgian said.

Negotiations have been in progress over the past two months with the union originally asking a 20 cents hourly increase and later a boost of 10 percent or approximately 14 cents per hour. Manufacturers countered with an offer of 7½ cents until the latest successful offer.

ADOPT SHOE COLORS FOR FALL 1951

Shoe and leather colors for Fall and Winter 1951 were announced this week by the Textile Color Card Association. Colors were adopted at a joint meeting with the National Shoe Manufacturers Association, and the National Shoe Retailers Association.

Following are the colors as listed:

Women's Smooth Leathers

A new Dark Brown (town)
A new Medium Brown (town)
A new Light Navy (town & country)
A new Orange Tan with a Reddish undertone (casual & country)
Brown Cordo (town) . . . Fall 1950 (with a new name)
Cognac Brown (town & country) . . . Spring 1951

Turftan (town & country) . . . Spring 1951
Admiral Blue (town & country) . . . Spring 1951
Parkway Green (town & country) . . . Fall 1950
Green Pepper (town & casual) . . . Spring 1951
Cherry Red (town & country) . . . Spring 1951
Claret Red (town) . . . Fall 1950 (to be called just Claret)
Basque Red (town & casual) . . . Spring 1951
Golden Wheat (casual) . . . Spring 1951
Gingerspice (casual) . . . Spring 1951
and Black

Women's Suede Leathers

A new Dark Brown as above (town)
A new Light Mocha shade (town)
A new Light Navy as above (town & country)
A new Spicy shade (town & country)
Admiral Blue (town) . . . Spring 1951
A new Medium Gray (town & country)
A new Medium Green (town & country)
Maple (town) . . . Spring 1951
Parkway Green (town) . . . Fall 1950 . . . Spring 1951
and Black

Men's Smooth Leathers (Town Wear)

A new British Tan version . . . Spring 1951 (same name)
A new Bourbon type (to be called Bourbon)
Tartan Tan . . . Spring 1951
American Burgundy . . . Spring 1951
and Black
A new Redwood Brown version . . . Spring 1951 (same name)
A new Darker Brown (for special promotion)
Cherrytone . . . Spring 1951
Town Navy . . . Spring 1951

Men's Grained Leathers (Town & Country Wear)

A new version of Tartan Tan (same name)
A new Barkbrown version (new name)

Men's Brushed Leathers (Town & Country Wear)

Admiral Blue . . . Spring 1951
A new Prairie Brown version . . . Spring 1951 (same name)
Slate Grey . . . Spring 1951

Men's Casual Colors

Rocky Tan (smooth) . . . Spring 1951
Saddletone (brushed) . . . Spring 1951
Desert Copper (brushed) . . . Spring 1951

GOVERNMENT LEATHER GROUP FACES TRANSFER

Task Force Holds Initial Meeting

The tanners seven-man task force has held its first meeting in Washington and is drawing up a report on percentages of "Defense Orders" to be recommended for the tanning industry, with actual implementation of such D.O. directives expected for early in January.

The committee held a lengthy session on December 14 with Julius Schnitzer, chief of the NPA textile and leather division. Details of the meeting were not made public. The task force committee said this could not be done until after the full Leather Industry Advisory Committee meets again, early in January.

Meanwhile, the Leather and Textile division of the NPA, now nearly "settled" under its shift from Commerce Department to NPA, faces another transfer in a week or so. This will be to the new over-all defense organization, a sort of war mobilization board, probably to be called the Office of Defense Mobilization.

The leather program of NPA is one of several to be placed under the new director, Charles E. Wilson, formerly of General Electric, who was scheduled to be sworn in this week. Even before his official confirmation, Mr. Wilson had begun mapping out his programs, but up to this point he has given no consideration to hides, leather and shoes.

Even so, the immediate situation as it affects hides, leather and shoes did not appear "alarming." This industry is not expected to be singled out in the sense that the automobile or steel industry have been, but any across-the-board action of price freezes on basic commodities probably would include hides and leather.

British Men's Shoe Imports Up 65.6%

Imports of men's shoes of all types from England during the first nine months of 1950 totaled 253,257 pairs valued at \$1,336,688 or an average value of \$5.28 per pair, according to a survey made by the New England Shoe and Leather Association. The study was based on Department of Commerce data.

Total for the nine months represents an increase of 65.6 percent over the 152,932 pairs, valued at \$1,003,553, imported during the full year of 1949.

HIDES RANKED 6TH IN POST-KOREA HIKES

Wholesale Prices Up 46% Since June

Wholesale prices of hides and skins have risen 46 percent since last June, sixth of 10 selected commodity leaders which have experienced substantial price rises since the Korean War, according to information recently presented to Congress by chairman Lyndon Johnson (D-Tex.) of the Senate Preparedness Subcommittee.

Johnson's testimony was confined to essential materials used in the nation's defense program. He told Congress that the wholesale price lists of light native cows were at \$.258 per pound in late June, had since risen to \$.378 in Dec., some 46 percent higher.

Largest rises were listed for natural rubber which jumped from \$.282 in June to \$.665, a boost of 133 percent. Tin was second, registering a jump of 83 percent in the period.

Johnson presented this information to Congress as evidence of inflationary price trends in essential defense commodities.

SHOE UNIONS LOSE

The industry's two largest shoe unions, Boot and Shoe Workers' Union, AFL, and United Shoe Workers of America, CIO, were defeated in recent bargaining agent elections

held at two plants of International Shoe Co.

The AFL lost out in worker balloting at the firm's El Dorado Spring, Mo., plant on Dec. 6. The vote was approximately three to one in favor of no union.

At the Russellville, Ark., plant, Dec. 12, elections results were reported as follows: 22 votes for the AFL, 177 for the CIO, and 273 votes for no union. The election marked the second time the CIO and the first the AFL have sought representation at the Russellville plant.

210 Associates To Meet On January 3

The 210 Associates, Inc., national philanthropic foundation of the leather and shoe industry, will hold its 11th annual meeting Jan. 3 in the Empress Room of the Hotel Somerset, Boston.

Dinner will precede the regular business meeting during which nomination and election of officers will be held. Nominations to date include: president, Saul Katz, Hubbard Shoe Co.; vice presidents: Albert D. Aronson, American Girl Shoe Co., Inc., Albert E. Gordon, South Berwick Shoe Co., Kivie Kaplan, Colonial Tanning Co., Francis B. Masterson, Hub Shoe Co., and Walter Reinstein, John E. Daniels Leather Co., treasurer, Abe W. Berkowitz, Bourque Shoe Co.; assistant treasurer, Edwin M. Kassel, A. Shapiro, Inc.; and secretary, J. William Nicolls, Jr., Day Gormley Leather Co.

October Shoe Employment Drops In Mass.

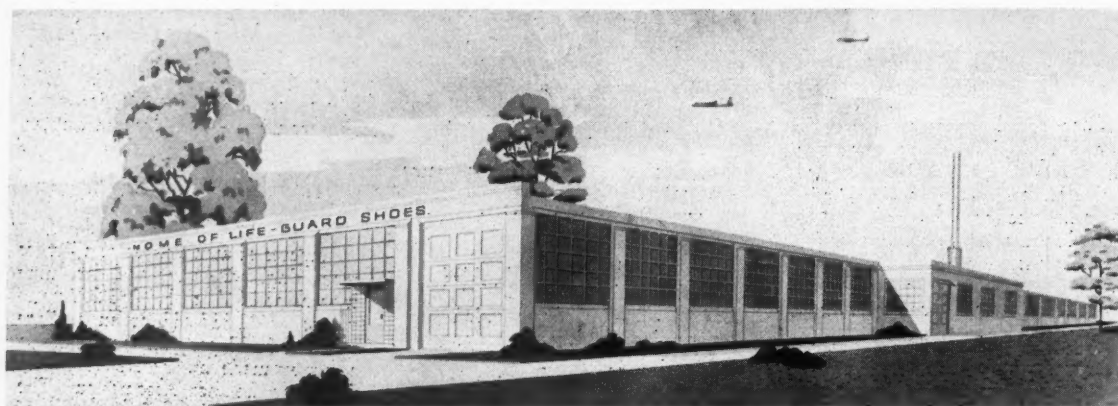
A significant employment slump in Massachusetts women's shoe factories occurred in October as the winter output run neared its end. There was little change in men's and specialty shoe factories, however.

Some of the women's producers blamed the slowness of spring buying orders for failing to take up the slack. Price uncertainty was given as the main cause of buying indecision. A further shoe employment decrease is expected for November.

In Brockton, nearly 1,000 shoe workers were affected by the seasonal layoffs during inventory and style changeovers. Some 1100 workers were dropped from payrolls temporarily in Haverhill. Shoe manufacturing absorbs about 75 percent of the manufacturing labor force in Haverhill. The same employment situation took place in Salem, Lawrence, Taunton and other shoe and leathers centers.

In sharp contrast, labor conditions in the Lewiston-Auburn shoe manufacturing center of Maine were highly stabilized. The industry employs about 5,000 workers in this area. The military draft has put a mild but increasing squeeze on some types of skilled labor in shoe shops. Some factories are training more female operators.

NEW PLANT STRESSES MODERN SHOE PRODUCTION



Architect's drawing of the finished new plant of the Longini Shoe Manufacturing Co. in Madison, Ind., claimed to be the nation's most modern one-floor production shoe factory. The plant, called "Home of Life Guard Shoes," will be formally dedicated shortly. Designed by O. H. Bardon, registered architect of Cincinnati, Longini's new plant is of face brick with glass all the way up to the roof, affording maximum day lighting. No wood was used in

any part of the building. Joists are long-span steel, bearing on one set of beams and columns through the center of the building. The floor is of heavy duty poured concrete throughout the entire floor area. Completely fire-proofed, the new plant will afford 44,000 sq. ft. of floor space and allows ample expansion. General offices and those of the superintendent and foreman are of glass block. Capacity of 4000 shoes per day is scheduled.

FEDERAL TRADE COMMISSION HITS SHOE INDUSTRY "CONCENTRATION"

Report Alleges Shoe Production Dominated By Few Companies

The footwear and other leather products industry is again a prime target of the Federal Trade Commission in a new report to Congress. The report, entitled "The Divergence Between Plant and Company Concentration" rates the leather and leather products industry fourth among all industries in divergence of plant and company concentration.

Many months of preparation, the FTC report is part of an Administration anti-trust and merger drive for which the FTC and other agencies have been providing ammunition.

In Aug., 1949, the Commission issued a report on "The Concentration of Productive Facilities" in which it ranked the shoe industry as "moderately concentrated." The earlier study found that 57.5 percent of the shoe industry's total net capital assets were controlled by 15 firms.

The new study is of a far more technical nature and although it does not call for outright "reforms," it does state that there are "different patterns of concentration which suggest different types of public policy in dealing with them."

340 Industries Grouped

Some 340 individual industries are grouped into 18 broad industry groups, then ranked in accordance with the extent of "divergence" between plant and company concentration. The shoe industry was ranked fourth of groups "with the greatest difference between company concentration and the requirements of modern technology."

By "plant concentration," the FTC means that a relatively few plants account for most of the output of any one industry. By "company concentration," it means relatively few companies account for most of the industry's output. For example, in the earlier report, the leather footwear's eight largest plants account for only five percent of value of products (value added by manufacture), whereas the eight largest companies accounted for all of 35 percent.

Thus, there is a large divergence between plant concentration (which is low) and company concentration (which is high). The inference which FTC hopes to have drawn is that there is "something wrong" in leather footwear circles because of this technical

divergence between the two.

Says the FTC: "It takes 72 plants to achieve the 28 percent of the industry's value which is accounted for by its four largest companies."

Underlying theme of the report is that in some industries plant or company concentration is due to "modern technology" or actual legitimate need for large plants, etc., but that in other industries (including leather footwear and a few others) the degree of divergence from supposed, actual technological needs is great.

From the FTC viewpoint, the leather footwear industry is "all right" as to a low concentration of plants, but the high concentration of companies is entirely another matter, with the alleged domination of a few big companies being an "economic crime" in the eyes of the FTC.

The report uses a "divergence index" based upon 100 as representing median industry. Weighted average divergence indexes for the leaders follow:

Petroleum group	458.4
Transportation	435.3
Primary metals	364.7
Leather	315.2
Food, etc.	275.1

Paper, etc.	248.5
Chemicals, etc.	203.3

Although the divergence in the leather and leather products industries lumped as one (shoes and tanning, etc.) is 315.2 percent, the report shows a more detailed breakdown by branches of the industry.

Footwear, except rubber	379.5
Footwear, cut stock	347.6
Leather tanning, finishing ...	336.7
Leather goods, N.E.C.	70.5
Handbags, purses	65.2
Leather work gloves	63.3
House slippers	53.3
Leather dress gloves	52.9
Saddlery, harness, whips	51.4
Industrial leather belting	32.9
Small leather goods	24.8

Average 315.2

Figures Need Study

Thus it will be seen that the lesser activities of this industry, such as leather gloves, etc., serve to lower the industry's general average down to 315.2, so that actually the "degree of sin of concentration" as to shoes and leather tanning is much greater when considered alone.

All FTC figures are taken from the 1947 census of manufacturers but the comments and interpretations are those of the FTC. The number of plants in existence in 1947 are shown for this industry as:

Footwear, except rubber	1,288
Footwear, cut stock	606
Leather tanning, finishing	561

PRATT INSTITUTE: CLASS OF 1951



Student members of the class of 1951, Pratt Institute School of Leather and Tanning Technology, Brooklyn, pictured on a recent visit to Endicott-Johnson Corp., Endicott, N. Y. The class visited Endicott-Johnson's tanneries, Seton Leather Co. and Lehigh University as part of the program on the science and practice of leather tanning. Members of the industry lectured them on the various aspects of the manufacture of different leathers.

Leather goods, n.e.c.	405
Handbags, purses	734
Leather work gloves	89
House slippers	212
Leather dress gloves	252
Saddlery, harness, whips	140
Industrial leather belting	183
Small leather goods	246

A comparison of companies and plants shows this for some of the major components of the industry:

Plants Companies

Footwear	1,288	1,077
Footwear, cut stock	606	554
Tanning, finishing.	561	500

A concentration ratio based upon the "percent of value of product produced by largest companies" finds the four largest footwear companies produced 27.9 percent of such value, while the eight largest did 34.7 percent.

The four largest leather tanning and finishing companies did 26.5 percent of value of product, while the eight largest had 38.6. These are not particularly new figures but they are among the key ones of the FTC "line of attack."

The report speaks of three "high divergence patterns," which it describes as:

1. Company concentration — high and plant concentration low.
2. Plant concentration—high, but exceeded by a substantially higher level of company concentration.
3. Company concentration—relatively low but well above the level of plant concentration.

Low Company Concentration

Says the FTC, "the group's most important industry, footwear (except rubber), which constitutes 48.7 percent of the group's total value added by manufacture, is a striking example of the third high-divergence pattern—low company concentration, which however, is well above the level of plant concentration."

The report continues: "Plants are moderately large, with an average value added per plant of \$759,200, or about twice the leather-group average of \$310,600. But the industry contains a large number of plants (1,288), a considerable proportion of which are comparatively large in size; and in consequence, plant concentration is low.

"Although multiple-plant operations are only moderately important in the industry as a whole (the average number of plants being 1.20) they appear to be centralized to some extent in the leading concerns, as is suggested by the fact that the curve flattens out after a relatively small number of companies has been reached.

"The company concentration curve is substantially above the plant curve, the industry's divergence index being 379.5 percent. Whereas the 8 largest plants produce only about 5 percent of the industry's value, the 8 largest companies account for no less than 35 percent. It takes 72 plants to achieve the 28 percent of the industry's value which is accounted for by its 4 largest companies."

The group's "second most important field, leather tanning and finishing" shows "a somewhat higher plant concentration curve than the footwear industry, presumably because of its larger scale of operations (the average value added per plant being \$719,800 in leather as contrasted to \$579,200 in footwear)."

Continues the FTC report: "As in footwear, multiple-plant operations are not particularly important for the leather industry as a whole, the 561 plants being owned by 500 companies, with an average of 1.12 plants per company. Multiple-plant operations are somewhat diffused. No less than 17 leather companies operate two or more plants."

The point is made that "the industry's 8 largest plants produce 12 percent of the industry's value; its 8 largest companies account for 39 percent. Similarly, the 20 largest plants produce 25 percent, the 20 largest companies account for 55 percent."

MEXICO ENDS SHOE IMPORT CURBS

Mexican import curbs on men's and women's shoes and other apparel will be removed on Jan. 1, Ramon Beteta, Minister of the Treasury, announced this week. The restrictions, effective since June 1948, had covered some 200 items.

Beteta added that high tariffs will be applied to many luxury items after Jan. 1 in order to protect domestic industries.

Trade sources attributed the move to the increase of Mexican dollar reserves from below \$50 million in 1947 to approximately \$300 million at present. In addition, Mexican consumers have not fully accepted Mexican made goods in preference to imported goods.

A qualifying factor is the probability that flow of American-made goods to Mexican markets will remain small for some time. With the nation committed to a stepped-up defense program, U. S. manufacturers will have trouble meeting domestic demands.

A. C. Lawrence Has Profit For 1950

A. C. Lawrence Leather Co., Peabody, reports a profit of \$518,915 for the fiscal year ended Oct. 28, 1950, as compared with a loss of \$117,501 in the previous fiscal year. A special charge of \$255,225 for accrued vacations applicable to 1949 and previous years reduced the year's earnings to \$263,690.

Sales in 1950 totaled \$47,637,268, an increase of almost 17 percent over the \$40,828,378 reported a year ago.

In his report to stockholders, Harold N. Goodspeed, president, said that prices of raw materials have advanced so rapidly in the five months since the outbreak of the Korean war that the company made "relatively small profits on a replacement basis."

"As a result of the sharply increased costs of hides and leather, the use of substitutes has been increased," Goodspeed said. Management recognizes this and is doing everything possible to further increase efficiency in order to remain competitive."

He added that Lawrence has made sizable quantities of leather for the armed forces in 1950 and "no doubt during the new year a larger portion of our total production will be used for defense purposes."

Brown Shoe Hit New High For Year

Net sales of Brown Shoe Co. for the fiscal year ended Oct. 30 totaled \$89,313,099, a new high for the company's sales records. In 1949, sales amounted to \$80,377,977.

Net earnings after taxes totaled \$4,271,041, equal to \$8.08 per share of common stock. This was 68 percent above the previous year's earnings of \$2,543,052, equal to \$4.84 per share. Book value of common stock rose from \$39.41 to \$52.62.

During the year, the company turned out 22,116,493 pairs of shoes as against 19,637,800 a year ago. Brown now has 36 plants located in Missouri, Illinois, Tennessee, Indiana, Arkansas and New York, and some 482 franchise stores.

The company added a sole leather cutting plant at Ironton, Mo., and a shoe factory at Fredericktown, Mo., during the year, according to John A. Bush, chairman, and Clark R. Gamble, president, in their report to stockholders. The shoe plant was purchased from Spalsbury-Steis Shoe Co. for the manufacture of Buster Brown shoes.

Current assets are listed as \$31,245,192 and current liabilities at \$5,884,306, a ratio of five to one.



was this call necessary?

Some "Moral Insurance" here might have avoided a serious accident

Workmen's compensation is a fine thing—but it can't replace a mangled arm.

Safety laws prevent many accidents—but they can't cover every hazard of an individual plant.

Accident prevention which goes *beyond the law* is an unwritten responsibility of every employer. It is his "Moral Insurance" for his employees welfare.

The premiums for "Moral Insurance" are not high. They do not have to be paid for in fancy safety gadgets. Their cost is simply the institution of common sense safety regulations covering all local hazards—enforced by employee committees with the full support of management.

Yes—"plant safety" is a mutual job.

DON'T FORGET—THE LIFE YOU SAVE MAY BE YOUR OWN



Published in the public interest by:

LEATHER and SHOES
The International Shoe and Leather Worker

Department Store Shoe Sales Up

Sales of women's shoes during Oct. in 217 leading department stores ran three percent ahead of the same month a year ago, the Federal Reserve System reports. For the first 10 months of the year, sales were five percent ahead of the comparable 1949 period.

Sales of children's shoes in 202 department stores fell eight percent from Oct. 1949 but only one percent for the 10 months' period. Sales of women's and children's shoes together, reported by 242 department stores, were up one percent in Oct. and three percent for the first 10 months.

Men's and boys' shoes and slippers in 270 stores were up six percent for the month and nine percent for the 10 months. In basement departments, of 123 stores, unclassified shoe sales during Oct. ran two percent ahead of last year and one percent above the first 10 months of 1949.

Sawyer To Speak At New England Banquet

Honorable Charles Sawyer, Secretary of Commerce, will be featured speaker at the 82nd annual meeting of the New England Shoe and Leather Association Jan. 10 at Boston's Hotel Statler, Frank S. Shapiro, Association president, announced this week.

Sawyer will discuss the business outlook and mobilization plans for 1951 before members of the Association, accredited as the oldest in the shoe and leather trade and eighth oldest in the country.

Hal Clancy, reporter and war correspondent for the Boston Traveler, recently returned from Korea, will share the spotlight with Sawyer. The meeting will be held in conjunction with a banquet for NESLA members.

Chiropodists Treat Only 2% Of U. S. Public

A study recently released by the U. S. Dept. of Commerce revealed that chiropodists are treating only two percent of the U. S. public for foot ills. While the public spent \$127 for "luxuries" in 1948 (alcoholic beverages, tobacco, major sports, movies, night clubs, etc.), per capita, it spent only 28 cents per capita on professional foot treatment by chiropodists. Total dollar expenditures for chiropodists came to about \$42,000,000.

Commenting upon this report, the National Association of Chiropodists stated, "To educate the public to modern chiropody and its scope, a revitalized, modernized and expanded public relations program is imperative. The finances and effort expended in such a program would pay excellent dividends and prove invaluable to the progress of chiropody."

CIO CLAIMS SUCCESS IN LEARNER BATTLE

United Shoe Workers of America, CIO, was "fairly successful in stopping a wholesale distribution" of shoe-learner certificates to allow shoe manufacturers "to pay below the 75-cent minimum," according to a claim made in the annual report of the parent CIO organization recently at its 12th annual constitutional convention in Chicago.

The annual report, issued in Washington, declared that United Shoe Workers "put up a terrific battle with the Wage and Hour Division" over the sub-minimum wage for shoe learners.

Subsequent facts appear to have disproved CIO claims of a successful learner drive since the Wage and Hour Division has fixed the learner starting wage at a figure below the Federal minimum. Certificates have been issued to at least 400 shoe manufacturers, according to Division officials.

The CIO report also stated that United Shoe Workers has won a dozen NLRB election victories in the past year and a "like number of elections conducted by states or through agreement with manufacturers."

As recently as 1940 USWA had only 30,000 members centered in Massachusetts and New York. In the past 10 years, the report adds, the union has added many thousand shoe workers to its roster, including some 18,000 at International and Brown Shoe Companies, 1800 at Florsheim Shoe Co., and 2000 at Selby Shoe Co.

SHOE FOREMEN HONOR TANNER



Talking things over at the Annual Tanners' and Manufacturers' Dinner of the North American Shoe Superintendents' and Foremen's Association held recently in Kitchener, Ontario, are, left to right: Arthur Schell, president of the Association's Ontario local; Louis R. Lang, president of Lang Tanning Co., Kitchener; Milton Daub, senior executive in Ontario of the Association; and Irving Glass, executive vice president of the Tanners' Council of America. Lang, one of Canada's foremost tanners, was awarded an honorary life membership in the foremen's association.

"Fringe Benefits" High In New England

The cost of "fringe benefits" paid to shoe workers by New England shoe manufacturers during 1949 averaged 5.8 percent of total payrolls, according to a recent survey conducted by Maxwell Field, executive vice president of the New England Shoe and Leather Association.

Benefits covered included paid vacations, holidays and insurance programs for employees. The study, first of its kind within the industry, covered 250 shoe firms in New England.

"Shoe factories in Massachusetts spent exactly six percent of their total payroll costs on these fringe benefits," Field stated. "Plants in New Hampshire and Maine had varying costs based on the extent of such benefits granted their employees," Field concluded.

MILITARY BIDS AND AWARDS

20 Glove Firms Bid On QM Order

Twenty glove manufacturers submitted bids this week on QM-11-009-51-1313 covering a total of 215,100 pairs of glove-shell leather. Bids were opened at the Chicago Quartermaster Depot.

Item 1A calls for 36,600 pairs of size 3 (women's large—men's small) for delivery to Bandini, Maywood, Cal.; Item 1b for 24,600 pairs of the same to Shelby, O.; Item 2a for 76,200 pairs of size 4 (men's medium), to Bandini; Item 2b for 50,700 pairs of same to Shelby; Item 3a for 16,200 pairs size 5 (men's large) to Bandini; and Item 3b for 10,800 pairs of same to Shelby.

Deliveries are scheduled from Dec. 31, 1950, to April 30, 1951. Bidders, quantities and prices are listed in the table below.

Safety Shoes

December 26, 1950—QM-30-280-51-991 covering 137,880 pairs of black shoes, with safety toe and oil resistant sole. Stock Nos. 8340-760000-215 through 553, ASP No. 81301. Opening at 2:00 p.m. in New York with delivery Jan. through April, 1951, for the Air Force.

Navy Oxfords

January 4, 1951—Navy Invitation No. 7833 covering: Item 1—613,080 pairs black leather oxfords, and Item 2—169,728 pairs brown leather oxfords. Opening in New York at 10:00 a.m. with delivery from March to May, 1951.

Navy Shoes

January 4, 1951—Navy Invitation No. 7834 covering 143,196 pairs of black leather high general purpose shoes. Opening at 10:00 a.m. with delivery from March to May, 1951.

OPEN NAVY GLOVE BIDS

There were 14 bidders at the opening of Navy Invitation No. 7763, calling for 12,582 pairs of suede dress gloves. Fred C. Miller Glove Co., Gloversville, N. Y. was low bidder at \$2.29. The complete list of bidders follows:

Glovecraft Inc., Johnstown, N. Y.; bid on total quantity at \$2.74; 20 days acceptance, net.

J. M. Rubin & Sons, Gloversville, N. Y.; bid on total quantity at \$3.24; 30 days acceptance, net.

Bagmo Postman Corp., Gloversville, N. Y.; bid on total quantity at \$2.98; 60 days acceptance, net.

Clair Glove Co. Inc., Gloversville, N. Y.; entire quantity at \$2.87½; 60 days acceptance, 1% in ten days.

Speare Glove Co., Gloversville, N. Y.; bid on 3,000 pairs at \$3.22; 60 days acceptance, net.

Ireland Bros., Johnstown, N. Y.; bid on 2,400 pairs at \$3.....; 60 days acceptance, net.

H. G. Pitman Glove Co., Johnstown, N. Y.; bid on 6,287 pairs at \$2.72; or 6,287 pairs at \$2.12—South American suede. 60 days acceptance, net.

(Continued on Page 16)

BIDDER	Women's (Large) 1A	Men's (Small) 1B	Men's (Medium) 2A	2B	3A	Men's (Large) 3B
1. G. & K. Glove Co., Farmland, Ind.	1.92 8,200 prs.					
2. H. P. Pitman Glove Co., Johnstown, N. Y.				2.05 5,000 prs.		
3. Wilkin Gloves Co., Chicago		2.09 6,000 prs.		2.15 6,000 prs.		2.21 1,500 prs.
4. Eisendrath Glove Co., Chicago	2.04 12,000 prs.	2.02 8,600 prs.	2.16 26,600 prs.	2.14 17,100 prs.	2.33 5,700 prs.	2.31 10,800 prs.
5. Ross Glove Co., Sheboygan, Wis.	2.10 4,000 prs.	2.10 4,000 prs.	2.05-2.20 32,000 prs.			
6. Steinberg Bros., New York	2.025 (Bids on total quantity of 215,000 prs.)	2.00¾ 15,000 prs.	2.11 (bids only on 1a and 1b—2.00-2.05) (12,500 prs. or 25,000 prs.—2.02)	2.09¼ 30,000 prs.	2.19	2.17¼ 10,800 prs.
7. Crossley Glove Co., Broad Alban, N. Y.		2.13		2.16 30,000 prs.		2.20 10,800 prs.
8. Wisconsin Mfg. Co., Milwaukee, Wis.				2.19 50,700 prs.		
9. Gates Mills Inc., Johnstown, N. Y.				2.13 30,000 prs.		
10. Daniel Hays Co., Gloversville, N. Y.				2.13 80,700	2.34 16,200	2.33 1,800
11. Northwest Glove Co., (Bids on only 30,000 prs.)	2.04-36,600 2.05-30,000	2.04-24,600 2.03-24,600	2.14-30,000 2.13-60,000	2.07 13,000 prs.		
12. Milford Inc., Milwaukee, Wis.			2.10 20,500 prs.	2.09 20,500 prs.		
13. Fried Osterman Milwaukee, Wis. (Bids on total of 15,100 prs.)	2.53	2.51	2.66	2.64	2.79	2.77
14. Alexette Glove Corp. (29,000 prs.)	2.14	2.14	2.25 59,000 prs.	2.25	2.36 12,000 prs.	2.36
15. Chippewa Glove Co. Milwaukee, Wis.	2.00 15,000 prs.	2.00 15,000 prs.	2.04 15,000 prs.	2.04 15,000 prs.		
16. Bacmo Postman Corp. Gloversville, N. Y.	2.23 370 prs.	2.23 243 prs.	2.35 769 prs.	2.35 500 prs.	2.47 170 prs.	2.47 99 prs.
17. Franklin Mfg. Co.	2.025 (Total quantity—24,600 prs.)					
18. Boyce Lazarus Co., Johnstown, N. Y.	2.075 6,000 prs.	2.04 4,500 prs.	2.19½ 9,000 prs.	2.15½ 6,000 prs.	2.29 1,800 prs.	2.24 1,800 prs.
19. Glovecraft Inc.	2.28 24,000 prs.	2.24 12,000 prs.				
20. Nation Wide Mfg.	2.24 (Bids on total of 24,000 prs.)	2.24	2.26	2.26	2.29	2.29

OPEN NAVY GLOVE BIDS

(Concluded from Page 16)

Alexette Glove Corp., Gloversville, N. Y.; bid on entire quantity at \$2.74; ten days acceptance, net.

G. Balzano & Sons, Gloversville, N. Y.; entire quantity at \$2.64; 60 days acceptance, 1% in ten days.

Fred C. Miller Glove Co., Gloversville, N. Y.; entire quantity at \$2.29; 60 days acceptance, net.

Gates-Mills Inc., Johnstown, N. Y.; total quantity at \$2.59; fifteen days acceptance, net.

The Daniel Hays Co. Inc., Gloversville, N. Y.; 7,200 pairs at \$3.24; 60 days acceptance, net.

Boyce-Lazarus Co. Inc., Johnstown, N. Y.; bid on 6,000 pairs at \$2.75; 60 days acceptance, net.

Fownes Bros. Co. Inc.; bid on total quantity at \$2.79; 60 days acceptance, net.

AWARD LEATHER SOLES

Three leather firms shared awards this week on QM-30-280-51-479 covering: Item 1—12,000 pairs of full leather soles; and Item 2—30,000 lbs. of sole leather strips, 13" wide. Awards were as follows:

Morris Feldstein & Son, Inc., 85 Gold Street, New York, N. Y.; Item 2—25,000 lbs. at \$8375-\$8425.

Howes Leather Co., Inc., 321 Summer Street, Boston, Mass.; Item 2—5,000 lbs. at \$86.

Armour Leather Company, 2 Jacob Street, New York, N. Y.; Item 1—12,000 prs. at \$82.

DOYLE GETS BOOT AWARD

The New York Quartermaster Procurement Agency has added Doyle Shoe Co., Brockton, Mass., to the list of shoe manufacturers awarded combat boot contracts on QM-30-280-51-817. In a correction published this week, the QM reduced the Endicott-Johnson Corp. contract from 212,080 pairs to 207,080 pairs and awarded the 5,000 pairs to Doyle at \$9.97 per pair.

Contracts awarded on the bidding totaled 1,487,460 pairs, an increase of 287,460 pairs over the original call for 1,200,000 pairs. The Doyle award was made on Item 1 covering sizes 6B to 12.

SEPTEMBER SHOE OUTPUT UP 2%; MEN'S AHEAD, WOMEN'S SAME

Footwear output in Sept. totaled 44 million pairs, a drop of 10 percent above figures for Sept. a year ago, the Census Bureau reports.

Men's shoes which dropped four percent from 9,519,000 pairs in Aug. to 9,104,000 pairs in Sept. still showed a gain of eight percent over the 8,460,000 pairs produced in Sept., 1949.

Women's shoe, sandal and playshoe production dropped sixteen percent from 22,300,000 pairs in Aug. to 18,731,000 pairs in Sept. but re-

mained on an approximate par with the 18,728,000 produced in Sept., 1949.

Output of house slippers dropped seven percent from 6,199,000 pairs in Aug. to 5,781,000 pairs in Sept. and 11 percent from the 6,484,000 pairs turned out in Sept. a year ago.

Sept. shipments totaling 45 million pairs were valued at \$161 million, an average value per pair shipped of \$3.57. This compares to an average value of \$3.57 in Aug. and \$3.45 in Sept., 1949.

SHOE PRODUCTION ANALYZED

Kind of Footwear	Production (thousands of pairs)		Percent change September 1950 compared with	
	September 1950	August 1950 (revised)	September 1949 (revised)	August 1950 1949
	1950	1950	1950	1949
Shoes and slippers, total	43,691	48,770	43,007	-10 + 2
Shoes, sandals, and playshoes	37,189	41,824	35,896	-11 + 4
Men's	9,104	9,519	8,460	-4 + 8
Youths' and boys'	1,686	1,777	1,725	-5 - 2
Women's	18,731	22,300	18,728	-16
Misses'	2,566	2,902	2,470	-12 + 4
Children's	2,211	2,365	1,907	-7 +16
Infants'	1,774	1,807	1,519	-2 +17
Babies'	1,117	1,154	1,087	-3 + 3
Athletic	300	355	314	-7 + 5
Slippers for housewear	5,781	6,199	6,484	-7 -11
Other footwear	391	392	313	..... +25

Department Store Shoe Inventories Up

Department store shoe inventories are now at higher levels, according to a report by the Federal Reserve Board. At the end of September, the inventories of women's shoes comprise a 3.8 months' supply as compared with a 3.5 months' supply at the end of the same month last year. Inventories of men's and boys' shoes rose 10 percent—from a 4.5 months' supply at the end of September of last year to a five months' supply this year.

It is believed that these increases have carried through October and November, due to the expanded shoe production during these months

—an expansion ahead of the pace of retail shoe sales. Chain store unit sales for October were about the same as October of last year, though there was a three percent dollar increase this October due to high prices.

ST. LOUIS PAIRAGE UP

Shoe production for the first eight months of 1950 in the St. Louis (8th Federal Reserve District) was 63,196,000 pairs, a seven percent increase over the same period for 1949 (59,121,000 pairs). In August, the most recently reported month, production totaled 9,477,000 pairs, a 12 percent rise over August of 1949, when production reached 8,442,000 pairs.



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International Shoe Sales Up 4.6%

Sales of International Shoe Co., St. Louis, for the fiscal year ended Nov. 30 totaled \$198,657,900, an increase of 4.6 percent or \$8,654,414 over the previous year's totals. Earnings will not be reported for several weeks.

The company, which had no military production in the year, reported shipments of \$74,963,000 for the first six months, 7.5 percent below last year, and \$113,694,000 for the last six months, 15.8 percent below the previous year. Civilian shipments thus rose \$15,027,511 or over eight percent above last year.

International already has some \$5 million in military shoe contracts for 1951. In 1949, it made some \$6,375,497 worth of military shoes. Civilian shoe output in 1950 totaled 51,564,941 pairs of shoes as compared with 47,904,252 pairs in 1949.

In reporting to shareholders, Edgar E. Rand, president, said that unless the U. S. is involved in an all-out war, Government controls should not be "as far reaching as they were in World War II."

He concluded that with today's high prices, the company must intensify research "in the use of new

materials and new methods by which we can supply footwear to meet our customers' pocketbooks, without departing from our standards of quality."

Spain Sets New Rates For Hides And Leather

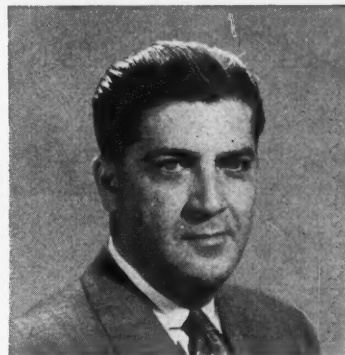
Spain has announced new preferential exchange rates for exports of raw hides and skins, leather, leather goods and animal hair. The new rates are set at 21.90 pesetas per U.S. dollar for hides and skins and animal hair and 27.375 pesetas per dollar for leather and footwear.

Council Sponsors Military Leathers Course

Anticipating a stepped-up military buying program in the months ahead, the Tanners' Council recently sponsored a refresher course in military leather inspection at its University of Cincinnati laboratories.

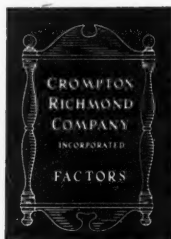
More than 30 officials of the procurement and inspection services of the Army, Navy and Air Forces attended the three-day sessions at which 34 industry members gave brief lectures on the many varieties of leather used by the services.

Promoted By Goodrich



John H. DeHamm, appointed special representative for the B. F. Goodrich Company shoe manufacturers' sales department at Akron, Ohio. DeHamm will assist in the development of products for shoe manufacturers' use, supervise sales promotion and undertake current analyses of shoe production by areas, types of shoes and seasonal trends. DeHamm has been associated with the B. F. Goodrich Company's replacement sales shoe products division for the past 20 years.

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LEATHER MARKETS HOLD STEADY AS TANNERS AWAIT DEVELOPMENTS

"Voluntary" Price Freeze May Hit Recent Price Advances

Demand fair but only moderate sales reported. Tanners hold back most leather until situation clears. Look for rollbacks in hide market.

Sole Leathers Static

Sole leather sales continue slow despite Government price rollback order. Even if there were good demand, tanners would hesitate to sell much leather until freeze situation clarifies. Most tanners look for freeze to start at hides and skins level, then work up to leather. As a result, there is not much new business this week. Prices hold the last week's advanced levels.

Light Bends: 87-90c
Medium Bends: 79-83c
Heavy Bends: 75-80c

Sole leather tanners of Philadelphia report that heads and bellies continue in such demand that it is impossible to keep up with it. No price quotations given. Findings continue slow but not dead, as previously. Some business in factory bends. Prices on finding and factory bends were not available because of constant change in markets.

Sole Offal Quiet

Similar situation prevails in Boston sole leather offal market. Tanners not anxious to sell too much leather at prevailing prices until Government order is settled. Many shoe men willing to buy at present high prices, make adjustments later if necessary. However, tanners prefer to hold back

on leather, keep present prices in effect until further notice.

Bellies: Steers: 55-57c; Cows 53-55c

Single shoulders, heads on:
Light, 70-73c, Heavy, 60-65c
Double rough shoulders: 85-95c
Heads: 35-38c
Fore Shanks: 42-44c
Hind Shanks: 44-47c

Calf Leathers Steady

Boston calf leather tanners report very little new business this week. A good deal of leather could be sold in anticipation of Navy oxford orders but tanners prefer to wait until Jan. when bids and awards will be made. As a result, tanners busy themselves on old orders, take only small new ones. Those tanners who upped prices before Dec. 1 not worried about price rollback; others face possible adjustments with customers. Prices unchanged.

Men's weights: B \$1.10-1.27; C \$1.04-1.22; D 94c-\$1.16; X 89c-\$1.06; XX 86c.

Women's weights: \$1.10 to 1.25; C \$1.00-1.10; D 95c-\$1.05; X 85c-\$1.00; XX 70c-83c

Suede: \$1.25-1.35; 1.20-1.25; 1.10-1.15

Sheep Still Slow

Boston sheepskin tanners confused by price control order. Their situation is more complicated than that of tanners who buy mainly from domes-

Price and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1949 HIGH
CALF (Men's HM)	1.10-1.30	1.10-1.30	90-1.06	95-1.15
CALF (Women's)	1.00-1.25	1.00-1.25	85-1.06	90-1.10
CALF SUEDE	1.20-1.35	1.20-1.35	1.10-1.20	1.05-1.30
KID (Black Glazed)	80-1.17; 1.25	80-1.17; 1.25	70-1.00	70-1.00
KID SUEDE	80-95	80-95	70-88	70-90
PATENT (Extreme)	62-78	56-74	48-56	56-66
SHEEP (Russet Linings)	19-33	17-30	18-22	19-23
KIPS (Corrected Reg. Finish)	72-80	70-78	57-61	57-61
EXTREMES (Corrected Reg. Finish)	58-66	56-64	45-53	48-53
WORK ELK (Corrected)	59-65	57-63	44-50	52-56
SOLE (Light Bends)	87-90	84-87	64-66	68-72
BELLIES	53-57	50-52	44-48	44-48
SHOULDERS (Dble. Rgh.)	85-95	77-87	64-72	64-72
SPLITS (Lt. Suede)	36-41	36-41	37-43	39-44
SPLITS (Finished Linings)	20-26	20-26	20-23	22-24
SPLITS (Gussets)	17-22	17-22	17-20	19-20
WELTING (1/2 x 1/8)	13	11	9 1/2-10	9 1/2-10
LIGHT NATIVE COWS	37 1/2-38 1/2	37-38	24	29 1/2

All prices quoted are the range on best selection of standard tannages using quality rawstock.

tic market. However, business has been seasonally slow in sheep leather market for some weeks now. Sales, when made, go at last week's prices which many tanners claim are still below replacement costs. A lot of clarifying must be done on this market. Prices listed below indicate what tanners were quoting till this week. Many have refused to issue lists.

Russet linings: 33, 32, 30, 28, 26, 24, 20, 18, 16, 15c

Colored vegetable linings: 30, 28, 26, 24, 21, 19, 17, 15c

Hat sweat: 30, 28, 26, 24c

Chrome linings: 35, 33, 31, 29, 27c

Garment grains: 29, 27, 25, 23, 21c

Garment suede: 28, 26, 24, 22, 30, 28, 26, 24, 22c

Sides Confused

Not much business in Boston side leather market this week. Side market has been one of most active recently but price control order causes tanners to withdraw many offerings, await further developments. Tanners not anxious to sell leather at present lists, then be forced to make adjustments later. At best, the week can only be termed a waiting period. Prices unchanged.

Heavy Aniline Extremes: B 68-73c; C 66-69; D 60-63c

Regular Finishes

Corrected Kips: B 72-80; C 69-76; D 65-72; X 60-69c

Corrected Extremes: 58-66; 55-64; 52-62; 48-58c

Corrected Large: B 55-63; C 53-61; D 51-59; X 48-55c

Work Elk: 59-65; 57-63; 55-61c

Work Shoe Retan: 62-66; 60-64c

Splits Slow

Boston splits tanners report few large sales this week. Conditions prevailing in other leather markets hold true here. This means prices are at recent levels but not too much business done. Whatever sales are made do not serve to set market standard; only further control developments can do that now.

Light suede: 39-41; 34-39; 32-36c

Heavy suede: 43-47; 41-43; 38-40c

Retan sole: 40, 38, 35, 33, 30c

Finished linings: 19-21; 20-23; 22-26c

Gussets: 17-22c

Pickled Heavy, 14-15c lb.; Light, 12½-13½c lb.

Blue splits: Heavy, 15-17c lb.; Light, 13-14c lb.

Garment Leathers Slow

Competition from the cloth garment industry continues to hamper the garment leather industry and little change in the situation is foreseen in the near future. Manufacturing and distributing advantages, along with a more favorable price structure, has given the cloth people the upper hand in the fight for garment business. Added to this is the fact that the industry is in the throes of "an off season," a normal condition for this time of the year.

Tanners, nevertheless, because of operating costs and continued increases in cost of raw materials, have not found it feasible to lower prices on their various selections. Of course, the new government freeze order will have its effect, but as yet little can accurately be determined as to what that effect will be.

Suede garment leather 32, 30, 28c

Grain garment leather 31, 29, 26c

Horsehide leather (avg.) 36, 38c

Better horsehide grades 40, 42c

Kid Leather Active

Philadelphia kid leather tanners report business fairly active, particularly in black glazed. Some tanners say business has continued at the same level for the past few weeks. No new price quotations given in spite of recent irregularity of markets.

On the whole prices in all types of kid leathers about the same as last week. In glazed, black continues to sell far ahead of brown and blue.

Aside from white little talk of any special Summer shade, either in glazed or suede. Suede popular in the perennial black. There is market for white in suede more than glazed. Dark blue and some browns sold in some quantities.

Linings active not only in the cheaper grades but also in the higher priced waterproof type. Slipper leather quite satisfactory for current season. Aside from cowboy boot business, many of the orders booked for January are from slipper manufacturers who are buying colors such as burgundy, blues, as well as brown. Practically every tanner says satin mats completely dead. Nothing reported in crushed.

Nothing new in the rawskin situation. Tanners who recently expressed anxiety about the ability to get Chinese goatskins find that the embargo confirms their fears. It remains to be seen how world market will shape up but no one expects any improvement.

Current Average Prices

Suede: 40c-95c

Glazed: 40c-\$1.15

Linings: 26c-60c

Slipper: 40c-75c

Work Glove Strong

Government's order for huge amounts of horsehide leather and deerskin leathers takes effect on work glove leather markets. Raw materials are rapidly advancing despite the recent Government request to roll back prices to Dec. 1 levels. The raw material market has advanced anywhere from 25 to 50c since a week ago, and some adjustments will be necessary in finished leathers.

At the moment, however, tanners are at a loss regarding how to interpret properly the price "freeze." It is thought by well informed sources

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that the large Government buying orders may place all glove tanneries on Government orders.

Horse shanks (40-45 avg. ft. per doz.) 28-30c. per sq. ft.
Horse gloves (50-55 avg. ft. per doz.) 29-31c. per sq. ft.

Cow Bellies (40-45 avg. ft. per doz.) 28-30c. per sq. ft.
Cow Bellies (50-55 avg. ft. per doz.) 30-32c. per sq. ft.
Shoulder splits (No. 1, 2, 3,) (per lb.) 60-50-40c.
Glove splits (L-M) (No. 1, 2, 3,) 21, 20, 19c.

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Belting Leathers Active

Philadelphia Belting leather tanners say considerable activity in business. So far the threat of price controls hasn't had any effect on the leather industry. Again, tanners have been forced to make price adjustments—upwards—and these prices are not considered static. Because of this situation actual price quotations were not available.

Tanners do get the prices they ask and are selling both rough bends, and shoulders in quantity—in all available weights.

Carriers report good, active business. Although there were price increases made by rough leather tanners, carriers have held their prices and lists have remained unchanged for the past two weeks. However, they feel that if this keeps up "anything from rough bends will no doubt get higher." Up to this point, no one seemed to expect any price rollback.

CURRENT BELTING PRICES

Curled Belting	Best Selec.	2nd	3rd
Butt bends	1.42-1.63	1.38-1.50	1.30-1.39
Centers 12"	1.72-2.00	1.62-1.92	1.40-1.42
Centers 24"-28"	1.67-1.96	1.61-1.89	1.42-1.47
Centers 20"	1.61-1.89	1.56-1.84	1.42-1.44
Wide sides	1.32-1.53	1.28-1.48	1.20-1.27
Narrow Sides	1.25-1.30	1.20-1.29	1.10-1.24

Premiums to be added: ex. heavy 10c; light 5c-7c; ex. light 14c-15c.

Bag, Case and Strap Good

The higher bag, case and strap leather prices anticipated as a result of the last increase in raw material prices has now been postponed due to the government's price freeze order. Regardless of how justified tanners feel in making a price increase, they have now decided to comply with the government request even in the face of higher raw material costs. The demand picture continues good, but what conditions will be in the immediate future will, of course, depend upon further government regulatory action.

2½ ounce case: 55, 52, 49c.
3 ounce case: 58, 55, 52c.
4 ounce strap: 69, 66, 63c.
5 ounce strap: 73, 70, 67c.
6 ounce strap: 77, 74, 71c.

TANNING OILS STRONG

Further advances noted in some tanning oils as the market continues strong. Raw tanning materials and tanning extracts generally unchanged from last week.

Raw Tanning Materials

Divi Divi, shipment, bags
Wattle bark, ton
"Fair Average" \$72.00-\$80.00
"Merchantable" \$80.50-\$75.00

sumac, 28% leaf	\$105.00-\$110.00
Myrobalans, J. 1s	\$48.00-\$47.50
(Crushed \$73.00-\$74.00) J. 2s.	\$38.00-\$39.00
R. 1s.	\$48.00-\$50.00
Valonia Cups, 30-32% guaranteed	\$58.00-\$60.00
Valonia Beards	\$80.00-\$84.00
Mangrove Bark, 30% So. Am.	\$56.00

Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	3.75
Barrels, c.l.	4.50
Barrels, l.c.l.	4.85
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	9.72
Bags, c.l.	10.42
Bags, l.c.l.	10.42
Cutch, solid Borneo, 55% tannin, plus duty .....	.06%
Gambier Extract, 25% tannin, bbls. ....	.12
Hemlock extract, 25% tannin, tk. cars, f.o.b. wks. ....	.0525
Bbls., c.l. ....	.05%
Oak bark extract, 25% tannin, lb. bbls. 6 1/2-6 3/4, tks. ....	.06%
Quebracho extract	
Solid, ord., basis 63% tannin, c.l. plus duty	8-5/16
Solid, clar., basis 64% tannin, c. l. ....	.09
Liquid, basis 65% tannin, bbls. ....	.18 1/2
Ground extract .....	.18 1/2
Wattle bark, extract, solid (plus duty) .....	.073
Powdered super spruce, bags, c.l. .05 1/4; l.c.l. ....	.05 1/4
Spruce extract, tks., f.o.b. wks. ....	.01%
Powdered valonia extract, 63% tannin .....	.09 1/4

Tanners' Oils

Castor oil No. 1 C.P. drs. l.c.l. ....	.28
Sulphonated castor oil, 75% ....	.26
Cod oil, Nfd., drums	1.15
Cod, sulphonated, pure 25% moisture ..	.14
Cod, sulphonated, 25% added mineral ..	.13
Cod, sulphonated, 50% added mineral ..	.12
Linseed oil tks., c.l. zone 1 .....	.152
drums, l.c.l. ....	.174
Neatsfoot, 20° C.T. ....	.37
Neatsfoot, 30° C.T. ....	.35
Neatsfoot, 40° C.T. ....	.27
Neatsfoot, prime drums, C. L. ....	.22 1/2
L.C.L. ....	.23 1/2
Neatsfoot, sulphonated, 75% ....	.20
Olive, denatured, drs. gal.	\$2.30
Waterless Moellon .....	.16
Artificial Moellon, 25% moisture .....	.13
Chamois Moellon .....	.12 1/2
Common degreas .....	.12
Neutral Degras .....	.23-.24
Sulphonated Tallow, 75% ....	.16
Sulphonated Tallow, 50% ....	.11 1/2
Sponging compound .....	.12 1/2
Split oil .....	.11-.12
Sulphonated spermin, 25% water .....	.19
Petroleum Oils, 200 seconds visc. tks., f.o.b. ....	.17
Petroleum Oils, 150 seconds visc. tks., f.o.b. ....	.16
Petroleum Oils, 100 seconds visc. tks., f.o.b. ....	.14

*Quotations withdrawn

Glove Leathers Perk Up

Glove business booming as a result of cold weather. Many manufacturers report their shelves absolutely clean of stock. As a result there is some forward buying of leather going on where last years' prices can be obtained.

Leather prices are in a state of flux. Cabrettas, now quoted from 72c down, should be priced from 80c to obtain a fair return on the cost of the raw stock. Pigskin dealers are more realistic. They demand and get from \$1.15 to \$1.25 a foot for the number one grade against a quoted price of 95c.

Domestic grain leather is the mystery skin of the business. Some tanners have actually cut prices to move stock and all this in the face of high pickle skin prices and uncertain world conditions.

JUDGE NAMES AID

(Concluded from Page 8)

are offered for sale only, 178 for lease only, and 122 for lease or sale.

Brown added that USMC never fixed terms on leases and sales with the purpose of eliminating competition. "But, of course, in fixing the terms, we take competition into account and try to meet it," Brown declared.

Nelson B. Todd, USMC vice president and general attorney, testified that some leasing clauses now under attack by the Justice Department were held valid by the courts during a Clayton Act suit in 1915. One of these clauses, he said, had been in the company's leases since 1900.

Chicago Shoe Worker Sues Union Officials

Charges that three officials of the CIO, United Shoe Workers of America, forced him out of the union and barred him from jobs were filed last in Chicago Circuit Court by Isaac Owrrutsky, an unemployed Chicago shoe worker.

The suit, asking \$125,000 damages, alleges Jack Spiegel, Thomas Manella and James Barilla of Joint Council No. 25, USWA, forced Owrrutsky from the union and threatened employers with strikes if they hired him.

These three are either members of the Communist Party or such close followers of the Party that they virtually are the equal of Communist Party members," the complaint, filed by Atty. Leon Despres, declared.

New Sales Head



Vincent W. Suellau, appointed Director of Sales of General Chemical Division, Allied Chemical & Dye Corporation. A member of the General Chemical sales organization for 30 years, Mr. Suellau succeeds Mr. Chester M. Brown.

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Skirting Sides and Backs

Natural Tooling Strap Sides and Backs

Russet and Colored Strap Bellies

Double Waistbelt Shoulders
(Russet and colors)

Steer Harness Leather Sides
(Russet and black)

Stag Harness Leather Backs
(Russet and black)

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HIDE MARKETS MARK TIME AS PRICES ARE FROZEN

Tanners Still Bid Steady Money But Packers Will Not Sell

Despite a broad demand for most selections at steady prices, packers slow to put out definite offerings this week. Because of the numerous orders in the market, it looked like packers would have to allocate their available supplies among their various customers.

Members of the hide trade pointed out that if there were to be a roll-back of hide prices to levels prevailing as of December 1, it would not affect the market too severely as prices have only advanced from 1½c

to 2c since then. Further developments in the market probably will depend a great deal upon what action is taken in Washington.

As matters stand right now, domestic supplies are hardly sufficient to meet the demand, and prices have a firm to strong undertone.

Latest advances in U. S. hides have brought some Argentine hides once again in line and there have been some resales made to U. S. buyers, according to reports from Buenos Aires. About 5,000 Frig. Nacional heavy standard steers sold at prices equivalent to 40½c. U. S., fob Montevideo.

U. S. Federally inspected slaughter of cattle for month of November totaled 1,150,857 heads versus 1,169,431 in October and 1,116,437 in November, 1949. For the 11 months of 1950, inspected cattle kill aggregated 11,993,328 as against 12,157,299 in same period of 1949.

U. S. Federally inspected slaughter of calves for November amounted to 504,575 compared with 515,199 in October, and 584,706 for November, a year ago. The 11 months total for this year is 5,404,324 compared to 5,938,702 for the 11 months of 1949.

Packer Hides Wait

Government plan for "voluntary" price controls based on Dec. 1 prices, put the hide market into a dither and forced all possible activity out the window for the time being.

Tanners bidding steady money for the sake of maintaining a position; few, if any, expecting to get anything from sellers. Packers, obviously, would not offer hides until their position could be determined. No one had any idea of what their price level would be; whether Dec. 1 prices would be considered the market, or whether current prices are sufficiently close to Dec. 1 levels to permit them to use the current market as the price basis.

Small Packer Hides Idle

This market was idle as price announcement was made. Tanners withdrew from the market, mainly because there were no sellers around who wanted to sell hides until they knew where they stood. The feeling is one of confusion, just as with big packers, and it will probably take the balance of the year before anything substantial is done in the way of trading.

Country Hides Quiet

Trading at complete standstill. Early in the week, it was generally felt trading would get under way at prices ranging around 30 to 31c flat trimmed for 1's and 2's for good quality country hides averaging around 48/50 lbs., basis carload lots, FOB



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QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	34 -38	34 -38	33½-37½	22 -23
Ex. light native steers	40½N	40½B	40	27
Light native cows	37½-38½	37½-38½	37 -38	23½-24
Heavy native cows	35 -35½	35 -35½	34½-35	20½-21
Native bulls	25 -25½	25 -25½	24 -24½	17
Heavy Texas steers	32	31½	31 -31½	18½
Light Texas steers	36N	36	35½	19½
Ex. light Texas steers	38N	38N	38½	24
Butt branded steers	32	31½	31 -31½	18½
Colorado steers	31	31	30½	18
Branded cows	34½-35	34½-35	34 -34½	20½
Branded bulls	24 -24½	24 -24½	23 -23½	16
Packer calfskins	77½-82½	77½-82½	77½-82½	55 -70
Chicago city calfskins	59 -61	59 -61	58 -60	40
Packer kipskins	60	60	55 -60	42½

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Dec. 21	Close Dec. 14	High For Week	Low For Week	Net Change
January	31.40B	30.95B	31.65	31.60	+45
April	30.70B	30.45T	30.70	30.70	+35
July	30.45B	30.10T	30.67	30.41	+35
October	29.70B	29.30B	30.10	29.70	+40
March	31.94T	31.35B	32.20	31.60	+59
June	31.10B	30.75B	31.50	30.90	+35

Total Sales: 208 lots

shipping points. However, both offerings and bids have disappeared altogether following the price freeze. Some sharply higher prices have been paid following the price order, but they do not represent the true market. Country bulls quoted around 16 to 17c flat, in carload lots, FOB basis, for weights 80 lbs. or less.

Calfskins Steady

Early in the week, one of the "Big Four" packers sold 7,500 Northern and Riverpoint calfskins at steady money. Sales involved Northern production at 82½c for lights, 77½c for heavies, FOB basis. Riverpoint takeoff sold at 80c for lights and 75c for heavies, Chicago basis, while Springfield production brought 82½c for lights and 77½c for heavies, Chicago basis. Following this sale, another packer offered Northern and River calfskins at prices 2½c higher, but so far no sales have taken place as bids continue to be held at steady levels.

Voluntary price freeze at Dec. 1 levels has completely halted any further tentative trading in the calfskin market, as well as most other markets.

Outside calfskin markets quoted at 66 to 68c for small packer untrimmed allweights, 59 to 61c for cities and 43 to 45c for countries. Market in New York, on a trimmed basis, big packer 3/4's are quoted \$4.90, 4/5's \$5.60, 5/7's \$6.60, 7/9's \$7.50 and 9/12's \$9.60. Large collector 3/4's \$4.15, 4/5's \$4.75, 5/7's \$5.75, 7/9's \$6.75 and 9/12's \$8.75.

Kipskins Halt

A "Big Four" packer early in the week sold approximately 8,000 Northern and Riverpoint native kipskins at prices figuring steady to 2½c higher. Nov. production, which amounted to 4,800, brought the 2½ advance at 62½c, representing a premium price for the better seasonal quality production. Dec. production, estimated at around 3,200, sold steady at 60c. Overweights sold in both instances at the usual 5c discount.

The following day, the Government's plea to roll back prices to Dec. 1 levels brought any further intentions of trading to an abrupt halt. The market turned completely idle, following individual packer's interpretation of the new order.

Outside kipskins markets likewise idle, with prices quoted at 43 to 50c for small packer kipskins, and from 38 to 40c on countries. In the East, big packer kipskins, on a New York trimmed basis, 12/17's lbs. quoted \$10.85, and 17's and up at \$13.00. Large collector 12/17's quoted \$9.75 and 17's and up at \$10.50.

Horsehides Strong

A very strong horsehide market exists, primarily due to the very recent request by the government for 2,140,000 ft. of horsehide leather for Army gloves. The result of this order was to put buyers in the market seeking horsehides at \$13.25 to \$13.50 trimmed for good 70 lb. selections, with untrimmed hides sought after at \$14.50 to \$14.75. Higher prices were asked for similar hides in some cases.

Price ruling by the government this week was very obviously ignored. Fronts salable at \$9.00 for good No. 1 Northern, with butts, basis 22 inches and up, figured at \$4.65.

Sheep Pelts Dead

Following price control announcement, the sheep pelt market stopped completely. Some business earlier in the week; some big packer No. 1's selling at \$4.25, with No. 2 shearlings selling at \$2.50. Fall clips from a big

packer sold at \$5.10, up 10c from previous activity. No. 3 shearlings nominally quoted at \$1.80. The market for pickled skins is called \$17.25 to \$17.50 per dozen with some quoting up to \$18 per dozen.

Dry Sheepskins Strong

With the year drawing to a close, most operators in Fulton County slow in placing contracts for new business. Not many new glove orders coming in and most government orders have been for horsehide leather and pigskins. Primary markets very firm.

Wool sheep markets continue strong. At latest Australian auctions, 52,000 skins offered in Sydney sale with bare to one inch three to four pence, all other descriptions unchanged to two pence dearer. Melbourne auctions, bare to one inch and 56's and up one pence, 50's and down and lambs two to three pence dearer, Australian currency.

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Hair sheep markets also firm with relatively few offers coming in. Some business has been passing in shade dried Mombassas at \$6.75-7.00 but on latest offerings, shippers have advanced their asking prices. Brazil cabrettas moving moderately well at prices ranging from \$16.50-17.00 per dozen, basis manufacturers. Not many offers of Cape gloves. Reports indicate shippers are closely sold up with England and other European buyers operating and meeting prices asked by shippers.

Addis-abbaba slaughterers' skins continue to be held at \$12.25-12.50 per dozen, c&f. Not many offers from Nigeria as recent sales have placed shippers in a well sold up position and they are now making deliveries against previous commitments. Kanos held 70c, Sokotos 76c, basis primes. No advices regarding Mochas and dry salted Sudans.

Shearlings strong. Not many offers from various primary markets. While some interest is evident, trading restricted due to price differences of buyers and sellers. Shippers at origin report they have been realizing much higher prices from Europe. Montevideo shippers asking \$2.40-2.50 for $\frac{1}{8}$ - $\frac{1}{4}$ inch, \$3.50 for $\frac{1}{2}$ - $\frac{3}{4}$ inch. France paying \$5.60 for skin for mouton shearlings.

Reptiles Slow

Not much business passing as most buyers have large quantities of leather as well as raw stock on hand and are unwilling to add to their inventories. In some instances prices have been reduced on offers from primary markets but even this has not been an incentive to buyers. A number of tanners have skins waiting for color recommendations before they can finish them up, particularly snakes.

Various offerings in the market of Madras bark tanned whips, 4 inches up, averaging $4\frac{1}{2}$ inches, 70/30 selection, at 85-88c and some operators are of the opinion that firm bids at even below the inside might be entertained. Cobras sold at 55c for similar assortment and while new offers held at 58c, not much interest evident. Calcutta oval grain lizards, 40/40/20 assortment, available at 30c.

Siam market very quiet with reports that there are sizable quantities of skins on spot offered and no interest in the aers or chouyres. Various reports heard regarding the Brazil market. Some quarters state business has been effected in back cut tejus at 76-80c fob with further offerings ranging all the way up to 85c and down to 75-77c fob, depending upon assortment and lots involved.

Giboias sold at 87c fob and up to 95c fob asked on new offers.

Deerskins and Pigskins

Large selling quarters report Fulton County active; mainly on government glove orders. Although most leather used is horse hide, it is understood that some pig and deer have been specified. Most deerskins used, however, are of domestic origin and while dealers have been buying Brazil "jacks," regular buckskin tanners have shown but little interest.

Not many offers being received from the various primary markets and according to reports, trading in Para and Manaos "jacks" has been going on at 81-83c, basis manufacturers with better sections commanding a premium. There is interest in New Zealand and China skins but few available and then at very high prices. Last sales Siam deer-skins 42c and 56c now asked.

Some trading in South and Central American deerskins but details are generally guarded due to small offers and limited field.

As regards pigskins, due to high levels and small offers, not many sales passing, especially of the Brazil descriptions. Other varieties have sold more freely and as demand is for and Para blacks have sold in fair quick delivery, spot lots of Manaos

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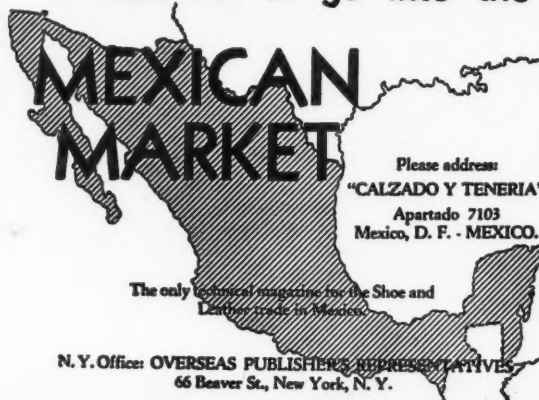
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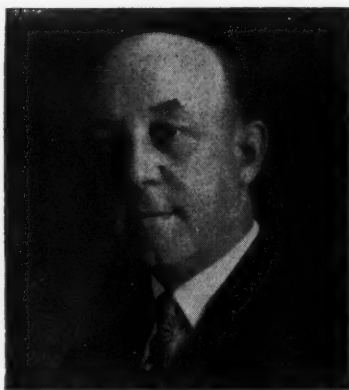
volume. Europe said to be paying much higher prices for wet salted capivaras and it is difficult to confirm sales here. Chaco carpinchos firmly held with offers small and last sold at \$3.35, basis manufacturers.

Goatskins Strong

Overseas markets continue strong but tanners prefer to await Washington developments. Latter keep situation confused, trading generally inactive. An example of market conditions is high asking prices from India where shippers ask \$13.50-\$14.00 per dozen c&f. for 1,200 lb. Amritsars. Southern India market similar—1.70/1.80 lb. Coconadas and Deccans quoted at \$14.00-\$14.25 and higher, up to \$14.75.

Mocha market very firm but few offerings reported. One shipper asks \$11.00 for Hodeidahs, well above tanners' offers. On Africas, shade dried Mombassas quoted at \$16.00; Red Kanos Nigerians at \$1.42-\$1.44 per lb.

Marks 52nd Milestone



Rudolph W. Eichenberger, Jr., who was honored recently by friends and associates on the anniversary of his 52nd year with William Amer Co., Philadelphia tanner. Directors of the company sponsored a cocktail and supper party in his honor at the Bellevue-Stratford Hotel in Philadelphia. Eichenberger has been a director of the company for many years and is in charge of the assorting and shipping departments.

New York

• Michael Ludmer is president and Jack Zablow secretary-treasurer of the newly-formed Colonial Footwear Corp., New York City, which recently began production of women's soft-soled slippers.

• Wage reopening talks between the New York Shoe Manufacturers Board of Trade and Joint Council No. 13, United Shoe Workers of America, CIO, are under way again. The union is seeking a 15 cents hourly wage boost and \$1 minimum. Present contracts hold until Fall 1951. Negotiations with the National Association of Slipper and Playshoe Manufacturers and the Stitchdown Shoe Manufacturers Association will be held shortly.

• Phil Levine is principal of the newly-established Sutton Shoe Co. at 1410 Broadway, New York City.

• The Fire Extinguisher Division of Ansul Chemical Co. has opened a new district office in Buffalo. Leslie J. Wiechers is in charge.

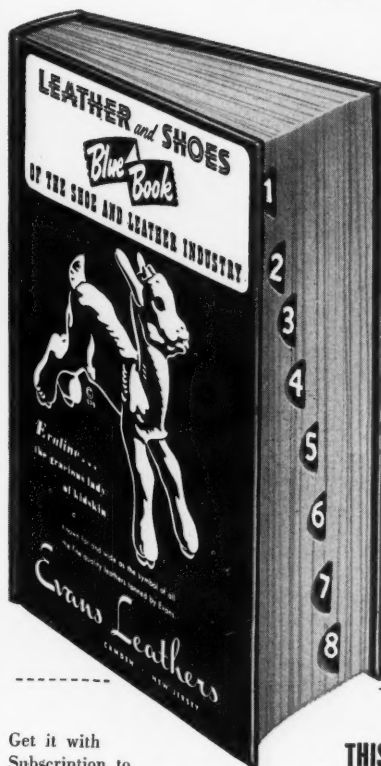
• Offer of Wear Best Footwear, Inc., Brooklyn maker of women's and children's slippers, to pay creditors 30 percent cash has been unsuccessful and the firm will be liquidated. Liabilities are listed as \$253,408 with assets at \$170,934.

• Barbara Joy Footwear Corp. has been organized to make women's shoes in Brooklyn. John Buonocore is president.

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NEWS QUICKS

About people and happenings coast to coast

Massachusetts

- The newly-organized **Courts Products Co.** has leased space at 65 Water St., Haverhill, where it will make molded products, including heels for shoes. Colley B. Court is principal.
- **Ernest B. Coose** is now fitting room foreman of **Geo. E. Keith Co.** at its men's factory in Middleboro, succeeding the late Arthur Almquist. Coose is a veteran of 40 years in the industry, of which 22 were spent with Stetson Shoe Co., South Weymouth.
- **Witch City Tanning Co.** has purchased a tannery on South St. and is having it reconstructed.
- **Medwed Footwear Co.** and **Skow Moccasins, Inc.**, both of Bangor, Me., will manufacture and sell footwear in Massachusetts after being granted permission to do business in the State by the Massachusetts Corporations Commissioner. Pinchos E. Medwed is president-treasurer of both firms.
- **General Footwear, Inc.**, has been organized to buy and sell shoes and leather goods in Boston. Abraham M. Zitron is president-treasurer.

Texas

- The **Southwestern Shoe Travelers Association** will hold its annual Fall Shoe Show at the Adolphus, Baker and Southland Hotels, Dallas from May 6-9.

Utah

- **Utah hide buyers** estimate a gross of \$150,000 this year from deer hides supplied by hunters. About 50,000 deer were killed this past year by hunters, according to B. C. Elliott, leading hide dealer.

New Hampshire

- **Miller-Hermer, Inc.**, Dover shoe manufacturer, has announced a 10 cents hourly wage increase for its 600 shoe workers. The "cost-of-living" increase will add some \$125,000 to the firm's payroll.
- The reconverted Newport plant of **International Shoe Co.** will recall some 100 employees immediately after Christmas with the force increased to 450 by Jan. 1, according to Sidney F. Cook, plant superintendent. A large portion of the plant's future produc-

tion will be devoted to filling a Government order for combat boots.

Maine

- Machine cutters in the women's cement process shoe industry in the **Lewiston-Auburn** area averaged \$1.59 per hour in Sept. of this year, according to the Labor Department. Men trimmers averaged \$1.91 hourly, side lasters \$1.80, bed machine operators \$1.62 and treers \$1.43. Women averaged \$1.29 hourly as top stitchers, \$1.16 as fancy stitchers, and \$.91 as floor girls.

California

- **Wyckoff Leather Co.**, Los Angeles leather wholesaler, has been liquidated and closed its doors permanently on Dec. 15.

Ohio

- **Selby Shoe Co.**, Portsmouth, has announced plans to promote use of Neolite soles in 14 of 56 patterns included in its Physical Culture division. The line retails from \$10.95 to \$12.95.
- **Prima, Inc.**, Columbus manufacturer of dancing footwear, is reported to have changed its name to **Prima Footwear, Inc.**

Illinois

- **United Packinghouse Workers of America, CIO**, will demand substantial wage boosts at wage re-opening negotiations to be held in Feb., according to word sent the "Big Four" packers and leading independents. Workers were given an 11 cents hourly increase in a two-year contract signed Aug. 11, 1950.
- Reports that **Feltman & Curme Shoe Stores Co.**, Chicago, has been purchased by International Shoe Co. have been denied by Roland Feltman, president-treasurer of the firm. The firm is reported seeking a better financial basis.
- **Chicago Wheel & Mfg. Co.** has issued a folder describing its new vitrified bond for grinding wheels and mounted wheels, "79E." The folder outlines advantages and applications of the abrasive development, claiming a five to 10 percent increase in grinding and finishing output.

Wisconsin

- Estate of the late **Arthur W. Bush**, retired co-founder and vice-president of Nunn-Bush Shoe Co. who died Nov. 13, was valued at \$250,000, according to his will filed in Milwaukee County Court. Bulk of the estate will be held in trust and shared by his widow, Edith, and a daughter, Mrs. Frances Blair.
- **Workers at Wisconsin Leather Co.**, Milwaukee, have voted 53-4 to have International Fur and Leather Workers Union as their bargaining agent. Election was conducted by the Wisconsin Employment Relations Board. Workers struck when the firm refused to recognize IFLWU as bargaining agent until the election.
- Close to 800 production workers employed at **Albert Trostel Co.**, Milwaukee tanner, have been granted a 10 cents hourly cost-of-living wage increase. The new contract, negotiated with Local 47, International Fur and Leather Workers Union seven months before expiration date of the former agreement, will run until May 13, 1952, and provides for a three-weeks paid vacation, six paid holidays, and other benefits. Wages may be re-opened Sept. 1, 1951. An additional five cents hourly was given maintenance workers.
- **Point Shoes, Inc.**, organized at Stevens Point last summer, has reached production of 130 pairs of children's shoes per day and employs 30 workers. Eventual goal is 1000 pairs daily with a working force of 125 workers.

Missouri

- **Byron A. Gray**, chairman of International Shoe Co., has been named to the board of trustees of the Missouri Public Expenditure Survey.
- **Edison Bros. Stores, Inc.**, St. Louis, has distributed a quarter million dollar Christmas bonus to its 3,500 employees for the 17th consecutive year. The company has already contributed some \$250,000 to its employees pension fund, in force seven years, and recently enlarged its group insurance plan to include the families of employees now in the armed forces. The bonus has been mailed to these employees.

Pennsylvania

- Checks for a 25 percent cash settlement effected by **Lamont Footwear Co., Inc.**, Altoona footwear manufacturer, have been forwarded to creditors, it is reported.

Washington, D. C.

• **Imported cattlehides** during Oct. totaled 373,000 pieces of which 154,000 came from Argentina, 59,000 from Brazil, 40,000 from Canada and 30,000 from Uruguay. Exports for the month were 38,000 pieces bringing the month's net import position to 335,000 hides. Total imports for the first 10 months of the year are 2,778,000 hides.

• **Total imports of cattlehides from Argentina** in the first 10 months of 1950 are 1,387,000 pieces.

• **The Marshall Plan** is credited by the **Ostfold Shoe Factory, Inc.**, of Halden, Norway, with being instrumental in the purchase of new binding machines "thus making it possible to increase production by about 20 percent" as well as helping the firm obtain foreign exchange for the import of "high quality raw materials."

• **Bulgaria** is claiming via Radio Sofia that its program for shoe output during 1950's third quarter was fulfilled 145% of its planned goal. The accuracy of the claim has been attacked by the Bulgarian National Committee for "free and independent Bulgaria" with headquarters in Washington.

Ohio

• **The Shoe and Leather Club of Cincinnati** celebrated its Fiftieth Anniversary at a luncheon held Dec. 9 at the Hotel Metropole, Cincinnati. Among the members and guests present were two fifty-year charter members, Frank Helmers and George A. Springmeier. E. E. Furstenau presided over the meeting, which featured slides of Cincinnati 50 years ago and other entertainment.

Canada

• **J. Leckie & Co., Ltd.**, Vancouver, B. C., footwear manufacturer, has sold its shoe manufacturing plants for a reported \$750,000. New president of the firm is Lt. Col. M. B. Steinkopf of the Canada West Shoe Co.

• **George Fyffe** has been elected president of the **Ottawa Valley Shoe Club**. Mrs. May McBride and Gil Boucher are vice presidents; Percy Whyte is treasurer; and Dean Halloran is secretary.

• A last-minute wage agreement recently averted a strike by 350 members of the **AFL Boot and Shoe Workers Union** against nine Toronto shoe manufacturing firms. Under the agreement, signed two hours before strike deadline, eight firms granted

immediate wage increases ranging from 75 cents to \$2 weekly plus 25 cents per week for each one point rise in the cost-of-living index.

New York

• **Arthur W. Goetz**, director of the School of Leather and Tanning Technology of Pratt Institute, Brooklyn, was featured speaker at the Dec. 15 meeting of the New York Superintendents' and Foremen's Association. Goetz, assisted by G. Arthur Brown of Pratt, lectured on the history of tanning and tanning methods. The lecture was illustrated by a showing of film and slides.

• **Patrick G. Pisano** has signed a new two-year contract as general manager of Brooklyn Beading and Novelty Co., New York City. Pisano has been with the firm for the past 10 years. Previously, he was associated with Grossman Shoes, Inc., Brooklyn, for 29 years. Brooklyn Beading manufactures narrow fabrics and special bindings for the shoe trade.

• **Romeo De Pandifilis** has been appointed superintendent of **Haymakers, Inc.**, the Haverhill, Mass., division of Avon Shoe Co., Brooklyn. De Pandifilis has been with Avon for many years.

We extend the heartiest

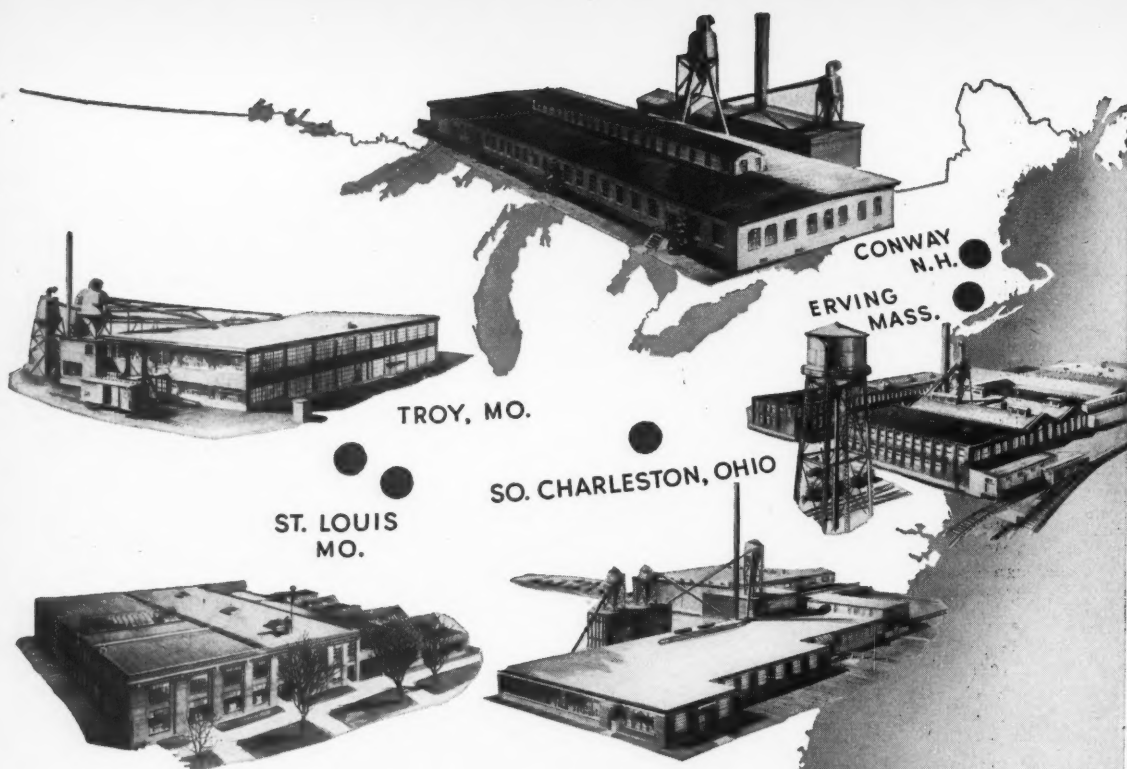
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Coming Events

Jan. 8-12, 1951—Warm Weather Opening, Guild of Better Shoe Mfgs., Member Firms' Own Showrooms, New York.

Jan. 13, 1951 — 7th Annual Banquet of New England Shoe Foremen and Superintendents' Association, Inc., Hotel Statler, Boston.

Jan. 13-17, 1951—37th annual MASRA Convention and Mid-Atlantic Shoe Show. Sponsored jointly by Middle Atlantic Shoe Travelers Assn. and Middle Atlantic Retailers Assn. The Benjamin Franklin, Philadelphia.

Jan. 17, 1951—Spring Shoe Show, West Coast Travelers' Associates, Alexandria Hotel and Haas Building, Los Angeles.

Jan. 20, 1951—Annual Banquet of New York Shoe Superintendents' and Foremen's Association, Hotel Granada.

March 6-7, 1951 — Fall Leather Show. Sponsored by Tanners' Council of America, Inc. The Waldorf-Astoria, New York City.

March 4-7, 1951 — Semi-Annual Allied Shoe Products and Style Exhibit for Fall. Hotel Belmont-Plaza, New York.

April 15-18, 1951 — Fifth Annual Fall Shoe Show, sponsored by St. Louis Shoe Manufacturers Association. Hotel Statler and other leading St. Louis hotels.

April 21-25, 1951 — Southeastern Shoe Travelers' Show, Biltmore, Hotel, Atlanta.

April 30-May 2, 1951—Spring Meeting, Tanners' Council of America, Inc. Castle Harbour Hotel, Bermuda.

May 6-9, 1951—Fall Shoe Show, sponsored by Southwestern Shoe Travelers Association. Adolphus, Baker and Southland Hotels, Dallas, Texas.

May 6-10, 1951 — Popular Price Shoe Show of America showing for Fall 1951. Sponsored by New England Shoe and Leather Association and National Association of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

June 11-14, 1951 — 1951 annual meeting of American Leather Chemists Association. Hotel Griswold, Groton, Conn.

Aug. 21-22, 1951—Official Opening of American Leathers for Spring and Summer 1952. Sponsored by Tanners' Council of America. The Waldorf-Astoria, New York City.

Oct. 29-Nov. 1, 1951 — National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels, Chicago.

Deaths

Irwin W. David

... 60, prominent Auburn, Me., shoe manufacturer and past commander of the Department of Maine, American Legion, died suddenly at his Auburn home on Dec. 12. A veteran of both World Wars, he had been in poor health two weeks. Part owner of Maine Shoes, Auburn shoe factory, David had been associated with the shoe business throughout his life. He came to Auburn in 1932 to assume partial ownership of Maine Shoes.

In 1948, following a term as commander of Lewiston Post, No. 22, American Legion, David was elected State commander-in-chief of the American Legion. He was appointed a colonel on the staff of Governor Frederick G. Payne in 1949.

An active participant in Lewiston-Auburn community and fraternal organizations, David was a member of the Masons, including the Scottish Rite bodies and Kora Temple of the Shrine. He was an active member of the Elks Club, the Young Men's Christian Association, the 210 Associates, and the Androscoggin County 40 and 8. Besides his son, Charles, of New York City, he leaves a brother, Herman, of New York City, and two sisters, Mrs. Helen Kaufman of Los Angeles, Calif., and Mrs. Helen Cole, Paterson, N. J.

George L. Bates

... 91, leather dealer, died Dec. 18 in Weymouth, Mass. A well-known leather remnants and cut stock dealer, Bates was active in the Massachusetts South Shore shoe and leather trade for many years. He had maintained an interest in his business until his last illness. A native of East Weymouth, he had been living at the Weymouth home of his daughter, Mrs. Blanche A. Studley, for the past 10 years. His grandson, Gardner B. Studley, is now running the business. In addition to his daughter and grandson, Bates leaves two great-grandchildren.

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